

# CHEMIST & DRUGGIST

the newsworthy for pharmacy

## X.89<sup>®</sup> CAPSULES



### ORAL GERIATRIC THERAPY

counters the morphological changes of ageing

30 capsules

£1.53

Retail Price inc. P.T.

(one month's treatment)

150 capsules

£6.72

Retail price inc. P.T.

(recommended 5-month course)

**A rewarding counter product  
distributed only through retail Pharmacists**

Display material available

Supplies direct or through Wholesalers



**PAN-AMERICAN  
PHARMACEUTICALS LTD.**

ROSS HOUSE, BURGESS ROAD, LONDON E.6. 01-472 2839. Cables: Panpharma E.6.

## DENTAL CARE SPECIAL SECTION

**Pharmacy in  
the Common  
Market**

**Council thinks  
again on  
'trimsulf'**

**Ruling on  
contraceptive  
patent**

**Amphetamines  
ban 'won't  
be easy'**



# BEATSON GLASS CONTAINERS



## THE DEPENDABLE ONES

- Metric Ribbed oval —white flint and amber
- Metric Winchester —plain and ribbed
- Metric Medical —white flint
- Vial —white flint
- Powder —white flint and amber
- Metric Sloping
- Shoulder Flat —white flint and amber
- Olive Oil —white flint
- Tablet —white flint and amber
- Jar —white flint and amber
- Eye Drop Bottle and Dropper —amber



FOR DETAILS OF SIZES, CONTACT:—



**BEATSON, CLARK & CO. LTD.,**  
ROTHERHAM, YORKSHIRE.  
Tel: 0709-79141 Telex: 54329



# CHEMIST & DRUGGIST

112th year of publication Vol. 196 No. 4767

The newsweekly for pharmacy

## CONTENTS

Patentability ruling on contraceptive	61
D. E. Sparshott 'not retiring from politics'	61
Cost-related scripts: no decision yet	62
Child-resistant containers Bill	62
Future trading of Weston Group	63
The Xrayser column: Price changes	64
Dental care and oral hygiene — special section	71
Comment <input type="checkbox"/> Patents: time for change	79
<input type="checkbox"/> A need for co-operation	
<input type="checkbox"/> Toothpaste and professionalism	
BMA discuss 'freedom from amphetamines'	80
Council reverses its decision on 'trimsulf'	83
Standard for contraceptive scripts	84
How EEC entry would affect pharmacy in the UK	86

WELLCOME INSTITUTE LIBRARY	
Coll.	WelMOmec
Coll.	
No.	

Appointments	63	New Officers	80
Bonus Offers	69	New Products	68
Business Briefly	63	On Television Next Week	67
Company News	63	People	64
Deaths	64	Prescription Specialities	68
Films	84	Promotions	67
Letters	84	Sport	84
Market News	88	Trade News	69
News in Brief	64	Classified Advertisements	89

Editor Arthur Wright, MPS, DBA  
 Deputy Editor R. E. Salmon, MPS  
 Markets Editor W. S. Bowman, MPS, MIPharmM  
 News Editor Stephen Hatcher  
 Technical Editor  
 P. J. Merry, BSc, MPS  
 Information Services I. H. Cotgrove  
 Price List D. J. Davis  
 Advertisement Manager James Lear  
 Advertisement Executives  
 J. Foster-Firth, MPS  
 D. P. Peevers  
 Classified Advertisements John Thelwell  
 Production K. Harman

Published every Saturday by Benn Brothers Ltd, Bouverie House, 154 Fleet Street, London, EC4A 2DL (01-353 3212)

Midlands office  
 240-244 Stratford Road,  
 Shirley, Solihull, Warwicks  
 021-744 4427

Scottish office  
 74 Drymen Road,  
 Bearsden, Glasgow  
 041-942 2315

North East office  
 Permanent House,  
 The Headrow, Leeds LS1 8DF  
 Leeds 22841

North West office  
 491 Chester Road,  
 Old Trafford, Manchester M16 9HF  
 061-872 5151

Subscription Home and Overseas £8 pa;  
 £0.30 per copy (including postage)

Contents © Member Audit Bureau of Circulations

A Benn Group Journal



Mr K. A. Lees asked the Council of the Pharmaceutical Society to reverse its decision on 'trimsulf' (see p 83)





THE QUEEN'S AWARD  
TO INDUSTRY  
1966 1967 1968 1969  
1970



SAV 114

**We remain,  
yours pharmaceutically**





# Patentability ruling on contraceptive

A method of contraception using a known contraceptive substance is capable of being patented, it was ruled by a High Court judge last week.

Mr Justice Graham, sitting as the Patent Appeal Tribunal, said that although the law refused patents for medical treatment, contraception did not seem to come within that prohibition and a patent should be granted.

The application, by Schering AG, Berkamen, Germany, had been refused by the Patent Office in London.

But the judge said: "If the promise in the specification is fulfilled, it should be considered as representing a considerable advance in contraceptive techniques."

The application involved "the administration of a gestagen of a defined type in a defined dose." Gestagens were known substances which could be used for contraceptive purposes. It was stated that they had been used in such dosages that ovulation was prevented.

"The present application has resulted from research in which it was found that these same gestagens, used in very much smaller dosage, will prevent conception without suppressing ovulation," said the judge.

The case had raised the question of "the patentability of research into the unknown properties of known pharmaceutical compounds."

Comment: p 79.

## A good May for chemists

The weekly value of sales by chemists and photographic goods dealers rose by a substantial 15 per cent during May, according to figures issued by the Department of Trade and Industry.

Leading the way were the multiples, with an 18 per cent increase on May 1970. The Co-operatives went ahead by 14 per cent, and the independents by 12 per cent.

Indices for the month (1966 = 100) were:

All retailers	134 (+15)
Independents	128 (+12)
Multiples	143 (+18)
Co-operatives	114 (+14)

The figures do not take account of receipts under the National Health Service.

## D. E. Sparshott 'not retiring from politics'

Mr D. E. Sparshott, who was vice-president of the Pharmaceutical Society in 1970-71, is still interested in becoming president and is not retiring from pharmaceutical politics.

In a statement at this month's Council meeting, Mr Sparshott said he understood that just before the election of vice-president at the June meeting, rumours were circulating that he had decided to retire from pharmaceutical politics.

(At that meeting, Mr W. M. Darling was re-elected president and Mr J. P. Kerr replaced Mr Sparshott as vice-president — Editor.)

Mr Sparshott denied the rumours.

## Twentisec mark undertaking

Mr Louis Carlton, The Glade, Clay Hall, Ilford, Mr Ivor Rodol, Edgwarebury Lane, Edgware, and Twentisec Pregnancy Testing (UK) Ltd, Dover Street, London, W 1, gave temporary undertakings in the High Court last week in respect of the use of the name "Twentisec" or other spellings in connection with pregnancy testing.

The undertakings were given until trial of an action in which the plaintiffs are Global Laboratories (Universal) Ltd, Wigmore Street, who purchased from America the British rights in Twentisec pregnancy testing materials.

The three defendants, through their counsel, Mr Leonard Bromley, QC, undertook that they would not supply, sell or offer or advertise any goods relating to or connected with pregnancy testing by reference to the words "Twentisec,"



*Mrs Irene Batty, a director of Wellcome Reagents Ltd, receives from Sir Gerald Templer, Lord Lieutenant for Greater London, the Queen's Award to Industry for 1971 at the Wellcome Research Laboratories, Beckenham. The Wellcome Foundation won the award for the second year running, this time for technological innovation (trimethoprim) as well as exports of human medical products and diagnostic reagents.*

"Twentysec" or any words only colourably different; that they would not pass off any such goods as those of Global; and that they would not pass off as the business of the plaintiffs concerning pregnancy testing, by the use of "Twentisec," any business of the defendants concerned with pregnancy testing.

Mr Bromley said that, at the trial, it would be contended that Global had not sold the Twentisec materials to the public, but at the date of the writ were only distributing to sub-distributors, and that the defendants had Twentisec as their company name.

Mr Carlton and Mr Rodol recently gave an undertaking in the High Court not to infringe three Ulay trade marks.

## Photographic forecast

Annual sales of more than 4 billion DM by 1980 were forecast for the German photographic industry by Dr H. G. Kinderman, the president, at the recent annual meeting of the German Photographic Industry Association.

He based his forecast on the fact that the industry had almost doubled its turnover—to well over 2 billion DM—in the 10 years to 1970.

## Please note the address

Old habits are difficult to overcome, and some editorial correspondence is still being wrongly addressed—and, therefore, delayed. Correspondents are asked to note the correct address is: CHEMIST & DRUGGIST, Bouverie House, Fleet Street, London, EC4A 2DL.

## Easing the VAT changeover

In a statement of views on value added tax, lodged with the Customs and Excise, the Retail Consortium stresses the importance of making an allowance for purchase tax paid on goods held at the date of introduction of VAT.

Like the National Chamber of Trade (C&D July 3, p8) the Consortium declares that failure to make such allowance will seriously disrupt the pattern of trade.

It is argued that, if no remedy is found, the substitution of VAT for purchase tax will impose a burden of double taxation on a large stock of goods. "It is irrelevant in these circumstances to say that no remedy can be applied because none would be perfect," says the Consortium. "Granted that some measure of error is likely to accompany any solution—that is less unjust than doing nothing at all, when the wrong done is obviously at its maximum."

The Consortium emphasises the difficulty of operating several different rates of tax, and advocates that if a multiple-rate is deemed necessary, in the case of goods where full relief is desired, a "zero rating" rather than exemption should be applied. That, it is argued, would eliminate the administrative problems that would arise from having a class of "partially-exempt traders."



## Poor return from private pharmacy

The economic pressures on the independent pharmacist are the subject of a letter which appeared over the pseudonym "Pharmaceutical Chemist" in the *Daily Express* this week. The writer states:

"Before the introduction of SET I managed, by very tight control of expenses in my shop, to obtain a net profit of 9 old pence in the £, which on a turnover of £30,000 gave me an income of £1,125 a year.

"When SET began I had to trim profit margins on most goods to compete with the cut prices of the large multiples. A year ago I was still able by reducing staff and cutting down on heating and light to show a net profit of 8½ old pence. This year, with the same general conditions applying, my net profit works out at 3½ new pence in the £.

"My turnover (due to increased prices) has gone up to £36,000, the number of customers served has fallen slightly (lost to the supermarkets, I suppose), and I have an income of £1,200—a 'fantastic' rise of £75 in two years."

## Search for 'don't touch' symbol

A competition to find an international symbol that will mean "don't touch" to a young child, is being organised by the London *Evening News* and Dymo Ltd, makers of the Dymo labelling system.

The suggestion for such a symbol—along the lines of the red clover leaf used in Denmark—came from Professor Francis Camps at a Press conference last week. Dymo said they would back the search, with a view to including the symbol on their labelling machines.

## Epilepsy and drugs

The effective control of epilepsy by drugs and the wide range of products available for treatment are examined in a recent statement from the Office of Health Economics.

Giving a figure of £0.9 m, representing 0.5 per cent of drug costs attributable to epilepsy, the report suggests that this has changed little in recent years. (Epilepsy in Society, *Office of Health Economics*, 162 Regent Street, London W1R 6DD. £0.15.)



Miss Mary Griffiths, a student in the department of pharmacy, Nottingham University, is seen here receiving a cheque and scroll from Mr Terry Cammack, managing director, J. H. Haywood Ltd, Nottingham. Miss Griffiths was the first winner of the Lawrence prize awarded annually by Haywoods (see C&D, March 20, p 317). Also in the picture are, from left: Mr F. W. Cammack, past chairman of Haywoods; Mr R. Harper, group division sales manager, Barclay & Sons Ltd; and Professor M. W. Partridge, head of the department of pharmacy, University of Nottingham

## Cost-related scripts: still no decision

Lord Aberdare, Minister of State at the Department of Health, refused to be drawn into a decision on cost-related prescription charges, when the subject was debated in the House of Lords last week.

Despite considerable pressure from several peers, he insisted that the Government still have the scheme "under very deep consideration."

"We are listening to the representations which are being made and we do not wish to make a hasty decision in this matter, because it is extremely important."

Charges of "means testing" were made during the debate, and many of the well-reported medical and administrative arguments against the scheme were also raised.

Lord Platt suggested the scheme would lead to "a greater prescription and a greater taking of ineffective drugs from the chemists in order to save the patient the cost of the more expensive specific drugs."

Lord Aberdare confirmed that if the scheme were introduced, there would be a "ceiling" charge, and both exemptions and "season tickets" would continue.

## Child resistant containers Bill...

Mr Greville Janner was given leave to introduce the Drugs and Poisons (Child Resistant Containers) Bill in the Commons under the "ten minute" rule on Tuesday.

He said that professional

bodies were in favour of child resistant containers and there was pressure from the medical profession and pharmacists.

The cost—put at £500,000 by the Minister—would be worthwhile because of savings in hospital treatment, and saving children's lives was "money well spent."

Although the Bill had little chance of success this session, Mr Janner believed it would give an indication of the concern of the House about a growing national problem.

## ... but a 'No' to regulations

During an adjournment debate in the Commons this week on the accidental poisoning of children Mr M. Alison, Under Secretary of State for Social Services, again rejected demands that regulations should be made under the Medicines Act making the use of childproof containers compulsory.

He stated: "We have considered all the evidence so far available, and I am bound to tell the House that I remain unconvinced either that industry should be urged to use particular types of packaging or that the extent to which various containers are claimed to be child resistant would be

likely to reduce poisonings would justify the diversion of, on present estimates, at least £500,000 of scarce National Health Service resources from the treatment of patients."

When asked if the £500,000 would be in addition to the present cost of containers, he answered: "The £500,000 that I have mentioned would be additional. I think that it would involve extra cost to introduce a particular kind of safety container for children."

Mr Alison later stated: "Regarding the labelling of medicines. I have explained that there are already powers in the Medicines Act, although I regard this as being largely for the professions and a matter which they take most seriously. Inasmuch as labelling has an educative role, responsibility lies with the Health Educational Council; but there is one recent professional development to which I should refer.

"The agreement between the medical and pharmaceutical professions that the medicine dispensed will be identified on the label of the container unless the prescriber indicates to the contrary may not prevent accidental poisoning, but it is likely to assist the speedy and effective treatment of some cases of poisoning. We have therefore welcomed the agreement and my Department is studying the implications for the National Health Service of implementing it."

## Industry and the Society

Burroughs Wellcome & Co recently called together their pharmaceutical profession staff to encourage non-members of the Pharmaceutical Society to join, and to encourage those who are members, to be interested in the formation of an association of pharmacists in industry within the Society.

Mr A. Aldington gave a comprehensive summary of the activities of the Society and referred to the benefits of membership of a professional body.

Questions on the desirability of closer collaboration between pharmacists in general practice, hospitals and industry were answered by Mr Aldington, Mr N. Herdman and Mr N. Berry, regional manager, BW&Co, UK & Ireland. Special interest was shown on the effects of Britain's projected entry into the Common Market.



# COMPANY NEWS

## Future trading of Weston Group

Mr R. Weston, chairman of Stanley Weston Group Ltd, told the annual meeting last week that the current year would be satisfactory and that he believed profitability would be maintained. Many plans were in the pipeline and progress was still being made.

Approval for the company's name to be changed to Weston Pharmaceuticals Ltd was given.

The group's subsidiary, R. Weston (Chemists) Ltd, opened their first branch in Lancashire on July 9. It is at the new Salford City shopping centre and is the first pharmacy to open in this development, being sited next door to Marks & Spencer.

The unit has a 36-ft frontage and a length of 75 ft and offers a combination of traditional counter service with self-selection presentation for toiletries, diets, health foods, etc. The stock range in addition to normal pharmacy merchandise, offers a varied selection of houseware, travel goods, umbrellas, clocks and an extended baby department which includes clothing for children up to two years of age.

The branch, which will be managed by Mr J. B. Smethurst, MPS, will have a staff of 12 and will be open for six full days' trading each week.

## Decimalisation benefits

Benefits arising from the decimalisation changeover are seen in the returns of Gross Cash Registers Ltd's six months' trading ended March 31. Profit, before tax, was £1.13m against £1.04m for the eight months previously. Interim dividend is raised from 4.167 per cent to 5 per cent.

## Dutch-German co-operation

Gist-Brocades NV of Delft, Holland and Farbenfabriken Bayer AG of Leverkusen, Germany, have decided on a new co-operation programme for the manufacture of starting materials for semi-synthetic penicillins.

For this purpose, two com-

panies will be set up, in which Gist-Brocades and Bayer will have each a 50 per cent holding. One company, to be established in Delft, will invest in production units for crude penicillin salt, and the other company, at Elberfeld in Germany, will build production units for 6-amino penicillanic acid.

The new installations will form one operational whole with the other plants already at these locations, and will be managed by the local partner. Gist-Brocades and Bayer will continue to operate independently as regards sales of these starting materials and of the finished products.

## Pfizer expands in S. Africa

Pfizer South Africa is reported to be gearing up for an all-out assault on the proprietary medicine and toiletries market with the aim of trebling sales in the Republic in five years. Their consumer division's sales are currently believed to total about R1m a year in a market estimated at around R50m.

According to the general manager of the consumer division, new products will be brought in alongside existing proprietary medicines and they will move into the toiletries field.

Manufacturing operations will be concentrated at the new R2.5m plant at Pietermaritzburg, where consolidated production will be more economical.

This does not affect Pfizer's Coty operation in the cosmetic market. Coty is a separate organisation with a plant planned for East London. The Coty division has been Pfizer's fastest-growing operation, with sales rising 112 per cent in three years to make an increasingly important contribution to total group turnover of R4m. Pfizer's total investment in South Africa (most of it since 1967) now totals about R4m.

## In brief

**Lennig Chemicals Ltd:** Construction of the multi-million pound new plant at Seal Sands, Teesside, is on schedule and it is expected that the first phase of the project will be ready for commissioning in November, the company announces. Lennig, which is a wholly-owned British subsidiary of Rohm and Haas Co, Philadelphia, USA, expects the project will be completed by the summer of 1972 and to be working at full capacity by the following year.



*The International Chemical Company's Wrafton factory near Barnstaple which was opened by Mr Jeremy Thorpe, MP, recently. The factory, built by the Mitchell Construction Co Ltd, was completed two months before the scheduled date. The scheme includes a 30,000-sq ft administration building including a laboratory block. The 17-acre site will allow for a structure expansion of 200 per cent*

**Taylor of London** have received an export order from Germany for £5,000 worth of the company's pomander design, Dresden Spray.

Over half of Taylor's pomander production is exported to the US and some 17 countries. To meet the demands for export and the growing home market it has been necessary to take a factory in Alresford, Hants, where the pomander and pot-pourri fragrances are made by hand.

**Louvin Chemists Ltd:** An order for the compulsory winding-up of the company whose registered office is at 93 Lower Sloane Street, London SW, was made in the High Court on Monday. The order was made on a petition presented by Sangers Ltd, creditors for £2,047, and supported by eight other creditors.

**Imperial Chemical Industries Ltd's** heavy organic chemicals division is now known as petro-chemicals division. The division, besides embracing the business of the old division, now also takes in fibres intermediates manufacture.

**Abbott Laboratories Inc** have ordered 19 Honeywell computer systems valued at \$2.5 million to establish a nationwide sales and order-entry network in the US. The system will be fully operational by the end of 1972.

**Glaxo Finance Bermuda Ltd,** a subsidiary of Glaxo Group Ltd is presently negotiating for a DM-75 m bond issue to be guaranteed by Glaxo Group. The bonds are expected to bear interest at the rate of 8 per cent per annum.

**Mr J. H. Stacey Hall,** who for 20 years has been technical director of G. Barker (Liquid of Life) Ltd, Manchester, has assumed control of the company. He will be joined on the board by his wife.

**Reckitt & Colman** have acquired Sodastream Ltd from International Distillers Vint-

ners. Price has not been disclosed but assets of Sodastream are about £80,000.

**J. Bibby & Son Ltd** are negotiating for the purchase of the animal feeding business operated by the Associated Chemical Companies division of Albright & Wilson Ltd.

**Eylure Ltd** are acquiring from Union International Ltd the production and marketing rights for the Roberts Windsor range of soaps and toiletries.

## Appointments

**DDSA Pharmaceuticals Ltd** have appointed Mr J. L. Davies, BPharm, MPS production manager at their new Battersea works.

**Thomas Kerfoot & Co Ltd** have appointed Mr Derek I. Hobern their representative in the NW and S London postal districts and in Surrey, Sussex, and Hampshire.

**Vernon Powell Ltd:** Mr Michael C. Powell has joined the company's sales staff. Mr Powell and his brother, Richard V. Powell, a director of the company, are grandsons of the founder of the business established over half a century ago. **Antigen Ltd,** Roscrea, co Tipperary, have appointed Mr L. J. Godfrey their marketing director. Prior to this appointment, Mr Godfrey worked for 11 years with E. R. Squibb and Sons Ltd, being their marketing manager in the Far East and a product manager in the UK.

**Wilkinson Sword Ltd:** Mr Denys Randolph, recently elected chairman, will retain his position of group managing director. He relinquishes the post of chairman of Gravinor (Colnbrook) Ltd to Mr C. W. K. Saunders. Mr R. Griffiths remains group deputy chairman and chairman of Wilkinson Sword (Research) Ltd. Mr C. Lewinton is appointed group assistant managing director.



# PEOPLE

**Richard Phethean** (21), son of Mr and Mrs Kenneth Phethean of Kirk Lane, Ruddington, Notts, has become the fourth generation of his family to qualify as a pharmacist. Richard, who has been at Birmingham for the past three years, has gained a BSc with honours in pharmacy.

**Miss B. A. Whiteside**, known to all secretaries of the Pharmaceutical Society's branches, retired at the end of June after 30 years' service at 17 Bloomsbury Square. Paying tribute to her at the last Council meeting the President said: "During that very long time, Miss Whiteside had been a tower of strength not only to present members of Council, but to many of their predecessors." The calibre of Miss Whiteside's work could only be described as "outstanding."

**Mr H. J. P. Arnold**, Kodak's public relations adviser, is to join the BBC Television team which will cover the flight of Apollo 15. The flight is planned to begin on July 26 and photographically will be NASA's most ambitious moon mission to date (see also p 87).

**Mr John Bentley**, chairman of Barclay Securities Ltd, was presented with an antique silver salver during the recent annual meeting of the company.

The presentation was to mark the 200th year of Barclay & Sons in the pharmaceutical industry and also the first £1 million profit.

## Deaths

**Cothill:** On July 7, Mr Duncan Campbell Cothill, MPS, 2 Orca-dia, Ascog, Rothesay, Bute. Mr Cothill qualified in 1921.

**Toher:** On June 21, Mr Thomas P. Toher, of Stephen Street, Sligo, aged 84. Mr Toher qualified in 1912.

# NEWS IN BRIEF

□ Mr M. Alison, Under Secretary for Social Services, replying to a Commons question about the total number of persons engaged in pricing and checking prescriptions in each of the last five years, said this week that the staff employed by the Joint Pricing Commit-

tee for England and the Welsh Pricing Committee, who carry out both pricing and checking of prescriptions, together with some analysis of prescribing costs, were as follows: 1966, 1,775; 1967, 1,815; 1968, 1,756; 1969, 1,826; 1970, 1,871.

□ Mr L. Pavitt asked the Secretary of State for Trade and Industry in the Commons this week why the import of medicines and pharmaceutical products from China fell from £27,745 for 1964 to £242 for 1970. Mr Anthony Grant, Under Secretary, replied: "I understand that supplies at the earlier level are no longer available."

□ The Plastics Institute and the medical school of Newcastle University are planning a conference on plastics in medicine and surgery to be held in Newcastle, September 15-16. Provisional programme covers toxicity, membranes, biological engineering, human body materials and implants.

□ The value of sales by chemists and photographic goods dealers in Northern Ireland during March was 8 per cent lower than in the corresponding month of 1970.

□ The 1971 Calendar of the Pharmaceutical Society of Ireland is now available from the Society at 18 Shrewsbury Road, Ballsbridge, Dublin 4.

□ The United States Pharmacopeia and the Drug Research Board of the National Research Council are sponsoring a conference on bioavailability of drugs, October 18 and 19. The conference will be held at the National Academy of Sciences, 2101 Constitution Avenue, NW, Washington DC.

□ Three new or revised titles have been published in the Department of Employment's "Methods for the detection of toxic substances in air" series. They are: No. 14 "Lead and compounds of lead"; No. 23 "Acetone," and No. 24 "Isophorone." Each costs £0.16 from HM Stationery Office.

□ Nicaragua's pharmaceutical industry is expanding as a result of loans granted by the Central American Bank for Economic Integration. One loan of (US) \$145,000 to Cia Elaboradora Farmaceutica will result in the expansion of the manufacture of pharmaceuticals at its Mangua plant while a \$100,000 loan to Productos Sanitarios de Nicaragua will be used for the expansion of the plant for making surgical goods.

# Topical reflections

## By Xrayser

## Price changes

I have watched for some months, with growing concern, the situation to which you refer in your comment on rising prices. No one is better placed to assess the position than a staff striving against odds to keep pace with the demands made upon it by the publication of weekly amendments to a price list. It was with little surprise that I learned that there had been over 1,100 changes in the short space of three weeks.

Probably the most disconcerting aspect of the situation is that a number of items have appeared more than once in recent months. Why there should have been what almost resembles a "beat the budget" rush before the reduction in selective employment tax, I cannot see. But ministerial pontification on the subject suggests that Westminster is totally unaware of what has been taking place.

I think that there is little doubt that the public no longer knows the price of anything. The introduction of a decimal monetary system has led to a confusion of values, and the abolition of resale price maintenance to meaningless descriptions such as "not less than 3p off the recommended price"—whatever that may be. The resulting situation is chaotic. But the public, while bemused, is fully aware that there is less change from a shopping expedition than there used to be. Statements from prominent politicians once again underline their remoteness from reality. Meantime we, as ever, hold the front line.

## Rising costs

It seems that the words at the head of this paragraph could, with advantage, remain permanently set up. I have just received my monthly cheque for pharmaceutical services under National Health Services. It is the second since the increased levy was imposed, and the average per item makes it clear that raising the charges is not the way to save money. It never was—and it never will be.

## Elegance

Though I may almost be classed with the ancients, I was too late for the bolus, the clyster, and the syrup of damask rose. (I always like to work in a reference to the last-named as near as possible to Midsummer Night.)

But pharmacy today is not without its problems, for we are involved with syrups of some sort, linctuses, elixirs, mixtures and suspensions. The terms are not unknown to us, but they seem to have led their prescribers into a morass of doubt and confusion, for it is only on a rare occasion that the doctor's description coincides with that applied either by an official work of reference or by a manufacturer. The thought occurred to me with increased perception the other day after I had received notification of a proprietary suspension of ampicillin.

A prescription was presented calling for suspension when, clearly, judged by quantity and dosage, the syrup was intended, and I question the wisdom of the manufacturer in having named the product "suspension," even although technically that is what it is. In the field of antibiotics, syrups, suspensions, and mixtures are so loosely described that there could very well be confusion in the mind of the prescriber and the pharmacist.

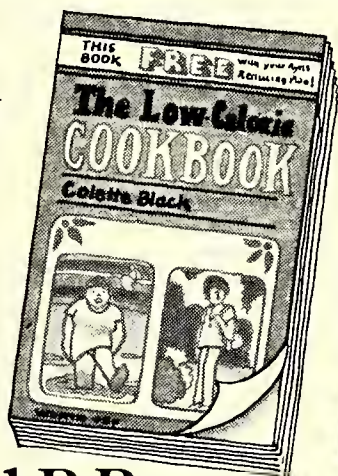
"Bolus" has a simple directness about it. I offer it for consideration.



# New soft Coffee Ayds® will add pounds to your figures...

Your sales figures, that is!

Because it's  
launched at exactly  
the right time  
— and it's backed  
by the right  
kind of promotion!



## Free cook books worth 40p!

Ayds' low-calorie cook book contains  
over 200 recipes for slimmers! And  
it's FREE to customers buying new  
coffee-flavoured Ayds!

## Advertising and P.R.

New soft coffee-flavoured Ayds will  
be featured in all Ayds press advertise-  
ments starting in July and backed by  
extensive press and P.R. activity.

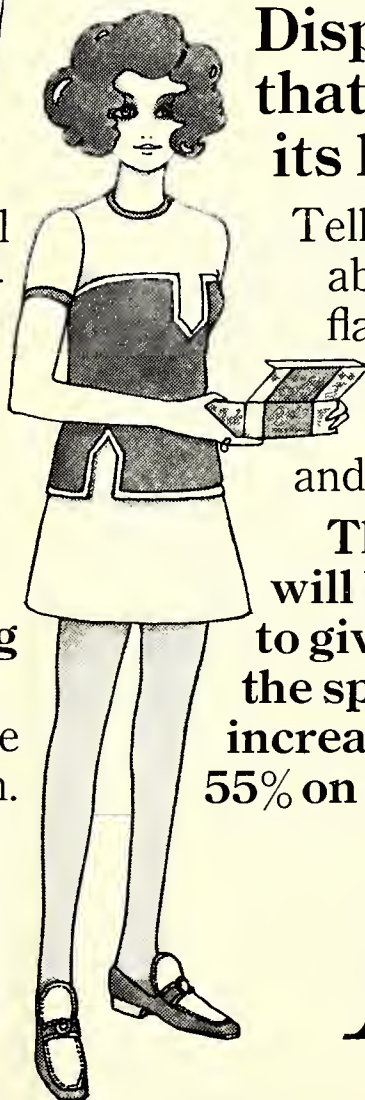
## Display Material that works for its keep!

Telling your customers  
about this great new Ayds  
flavour is a counter display  
piece that doubles as a  
dispenser for both Ayds  
and the FREE Cook Book!

The Ayds salesgirls  
will be visiting your store  
to give you full details of  
the special terms that can  
increase your profits to  
55% on cost!



Ayds  
Reducing  
Plan —  
the sensible  
way to slim.



*Ayds*®



# MEGGIE WIGS



**AHEAD IN FASHION!**



**GET WITH IT!** *Join the many Chemists throughout the country who find great profit in offering our range of up-to-the-minute fashion wigs. Superbly created in washable synthetic fibres.*

Drop us a line or give us a call for full details of the complete range. Eager representatives are available to assist you with displays and ensure that there's no delay delivering orders!

**MEGGIE WIGS** IS A DIVISION OF:

**INTER-ALIA PHARMACEUTICAL SERVICES LTD**

RAPHAEL HOUSE, 226 HIGH STREET NORTH, LONDON E.6  
Phone: 01-552 4344 Cables: Intalpharm London, E.6.



# PROMOTIONS

## Trade competitions for VO5

Alberto-Culver are organising two exclusive trade competitions for their new VO5 hairspray starting next month.

For chemists there is a display contest with prizes of 12 "Jet to Rome" long weekend holidays for two. The prizes will be awarded to entrants who send a photograph of the best judged counter or window display for VO5 arranged in their store. For convenience, Alberto-Culver representatives will be calling to advise on displays and take "instant" photographs.

For sales assistants there is a separate and simple-to-enter contest (placing five sales features for VO5 in the most appropriate order). This offers a good chance to win a day out in London with £100 to spend on a shopping spree for clothes, wining and dining at the Hilton, with an opportunity to meet a well known fashion and beauty consultant. Twenty-five prizes of filled beauty boxes will be awarded to runners up.

Both contests run July to September in conjunction with a display bonus on new VO5; closing date for entries is September 30.

Full colour advertisements will appear in women's magazines throughout the summer and autumn. (Alberto-Culver Co, Culver House, 44 Newington Causeway, London SE 1).

## Bath cubes bonus

Until the end of this month, Vestric are supplying free 12 packs of six Freesia bath cubes on all orders for three doz trays of Bourjois soap.

Chemists are being provided with an attractive point-of-sale card so that the customer can be offered two free Freesia bath cubes with each tray of Bourjois soap purchased (four tablets of soap per tray). (Vestric Ltd, Chapel Street, Run-corn, Ches.)

## L'Oreal pack offer

L'Oreal are introducing a Reban treatment pack to the Scotland and Lancashire areas during July and August. Each pack contains three shampoo sachets and two small bottles of setting lotion—sufficient for a two-week course for greasy hair sufferers.

The value of the pack is £0.55 but will



be sold at a specially reduced price of £0.40p. A bonus in the form of free goods is offered on orders of the large Reban shampoo and setting lotion, and special display material to hold the treatment pack is available throughout the promotional period. (L'Oreal 18 Bruton Street, London W1A 1BX.)

## £50 prizes from Optrex

The advertising agency for Optrex, Davidson, Pearce, Berry & Spottiswoode, are running a competition for chemists and their assistants called: "So you think you can write a TV Commercial!" Five £50 prizes will be given for the best suggestions for an Optrex advertisement.

Optrex are currently running a new series of five seven-second commercials to promote the many uses of their eye lotion. They will be screened on all channels except Ulster.

The commercials use the letters of "Optrex" in animated form, performing one of five actions associated with eye problems—pollution, too much "telly-watching," dust and grit, driving strain and tired eyes.

## J&J promotion success

Johnson & Johnson's two-level competition involving both retailer and consumer has been an overwhelming success. The sell in for the competition, claimed the first and most comprehensive of its kind in the chemist trade, ran for six weeks, and the company's head offices have been snowed under with redemptions.

In the first phase, salesmen called on retailers to photograph J&J display material for the promotion in-store. This was followed three weeks later by visits from "personality girls," who took a second photo of the display. From the photographs, nine winners were chosen.

The consumer phase of the competition runs until the end of September. Consumers were asked to name or illustrate six famous women who have been financially successful and, as a tie breaker, why they used J&J's baby products.

## Minolta photo competition

Holidaymakers in Colwyn Bay this year will be able to take part in a photo competition which is being organised jointly by the Colwyn Bay Council and Japanese Cameras Ltd, the distributors of Minolta Cameras.

The first prize for the overall winner is a Minolta SR T101 TTL metering single lens reflex camera, complete with case, which is worth £175. There are twelve other prizes of Minolta cameras, altogether worth over £375, and, in addition, all prize-winners will be made honorary members of the Minolta Club of Great Britain for 12 months.

The competition has four different categories (1) a family photograph; (2) a scenic photograph, taken in or around Colwyn Bay; (3) a humorous picture, and (4) miscellaneous—any subject not covered by the other categories. There are also prizes for each category.

## Steradent repeat bonus

After the success of the "extra 15 per cent" winter promotion on Steradent,



Attractive cosmetic bags sell quickly on display, say Columbia Products Co Ltd, Sherbourne Avenue, Binstead, Ryde, Isle of Wight. To make the turnover rate even greater they are adding a 72 cc bottle of Aronde bubble bath free. The display cartons of 1 doz include nylon and satin pouchettes in an attractive variety

Reckitt & Colman are reintroducing the promotion for Steradent powder and tablets during July and August. All packs are flashed with the offer.

Three different television commercials are being screened throughout the country during the promotion period. (Reckitt & Colman household division, Hull, Yorks.)

## Kodak race meeting

Arrangements for the Kodak F5000 motor race meeting at Thruxton on Sunday, August 1 are now complete. Special camera galleries will again be erected around the circuit to enable amateur photographers to get close to the action. (Kodak Ltd, Kodak House, Kingsway, London WC 2.)

# ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Anadin: Ln, M, WW, A

Band-Aid washproof plasters: Ln, M, Sc, WW, So, G

Body Mist: All except E

Cool Charm: Ln, So

Fiesta household towels: Ln

Intimist: All areas

Lucozade: All except E

Macleans Freshmint: All except E

Optrex eye lotion: Ln, M, Y, WW, So, U, We, B, CI

Polaroid cameras: All except E

Poli-Grip: Ln, Lc, Sc, WW, So, A, U, We, CI

Reban: Lc

Silvikrin hairspray: All except E

Syntex skin care range: CI

Yeast Vite: All except E



# NEW PRODUCTS AND PACKS

## Cosmetics and toiletries

### Yardley Black Label

Yardley are launching their latest range of men's toiletries, Black Label, against the background of their BRM motor racing sponsorship.

Black Label initially introduces three products. After-shave in two sizes, 54 cc (£0.52) and 91 cc (£0.74), shower talc with deodorant 100 g (£0.55) and an anti-perspirant deodorant aerosol 120 g (£0.65).

Sell-in starts with an offer of Grand Prix stainless steel cuff-links in the design of a racing car. Details of the Grand Prix cuff-links are on swing tags attached to all sell-in packs. Priced at £1.25, but said to be worth £1.75, the links are in satin finish stainless steel, with a finely detailed silhouette of a racing car in black enamel. They come in a black leatherette presentation box. Any number of pairs may be sent for, closing date for the offer is end of February 1972.

Black Label, with its all-masculine impact, is bidding for new users in the young sophisticated market. The fragrance is fresh, modern and astringent with citron overtones. Packaging is bold in black, white and red, with the Yardley logo immediately identifiable. (Yardley of London Ltd, 33 Old Bond Street, London W1X 4AP.)

### Colourful eyelashes

Cardinelli are introducing Hoodwinks Colourtone eyelashes in three shades to match today's fashion colours. The shades are cinnamon, violet and bottle green.

Hoodwinks Colourtone are in six styles: Maxi, Ragamuffin, Flutters, Extremist, Individuals and Understatements One. Price is £0.70 per pair. (Cardinelli Beauty Products Ltd, 339 Green Lanes, London N4.)

### Glossamers for lips

Glossamers (£1.20) from Estée Lauder are meant to be worn alone or over other lipstick. They are in eight new shades and come in a tiny, "carry everywhere pot" to be "slicked on" with a fingertip or in eight shades in stick form to "gloss on, then glow."

Glossamer colours are plum, wild straw-



berry, chestnut, ripe melon, candied roses, cranberry, tangerine, and clear gloss.

In stick form the shades are peach cobbler, pink caramel, toffee apple, wild grape, apricot, currant, candied pink, and finally natural. (Estée Lauder Cosmetics Ltd, 71/72 Grosvenor Street, London, W1X 0BH.)

### Eye shadows with contact lenses

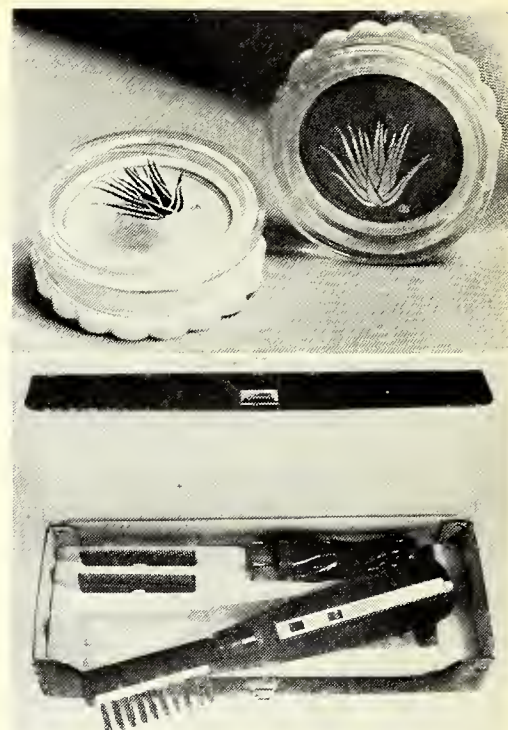
A new range of single-colour powdered eye shadows is introduced by Alo Cosmetics Ltd (£0.44). Packed with the clear see-through container lid embossed with an aloe vera cactus plant outlined in gold, the range comprises nine fashion shades:—Twilight turquoise, Exotic lavender, High blue, alabaster, Scarab silver, Oriental grey, Golden Ra, Oasis green and Nomad brown.

The range is being recommended, in particular, for all women wearing contact lenses. The company says the recommendation is based upon a report by a leading oculist, "following his research into eye disorders caused by cosmetics." The report evaluated all eye beauty products, and gave particular praise to the action of Alo "gel" (extracted from the leaves of the aloe vera cactus plant), which is exclusive to all Alo products. (Alo Cosmetics Ltd, 184 Great Portland Street, London, W1.)

## Electrical

### Hot comb for men

The Remington Hot Comb for Men (£8.95) is a slim handle housing an electric motor which supplies instant warm air.



Into the handle can be clipped one of two comb attachments or a brush attachment.

Men should partially dry their hair by towelling then, when the hair is still damp, switch on the Hot Comb. "A few minutes' practice is all any man needs to be able to dry and style his own hair after every wet shampoo at home," say Remington.

The Hot Comb for Men is currently being launched in sales areas centred on London, Birmingham and Manchester—areas which will widen to include most of the United Kingdom. (Remington Electric Shaver Division, Apex Tower, Malden Road, New Malden, Surrey.)

# PRESCRIPTION SPECIALITIES

## CEDURAN tablets

**Manufacturer** Cedona, Pharmaceutical Fabrick, Holland

**Distributor** Tillotts Laboratories, 44 Lupus Street, London SW1V 3EB

**Description** Each tablet contains 100 mg nitrofurantoin and 250 mg deglycyrrhizised liquorice

**Indications** Acute and chronic infections of the urinary tract

**Contraindications** Insufficient renal function, infants younger than one month or weighing under 2,500 g

**Dosage** Adults: acute infections, 3-4 tablets daily, Chronic infections and the prevention of relapse, 1-2 tablets daily. Children: acute infections, 5-8 mg of nitrofurantoin per kg of body weight daily, chronic infections, 2-4 mg of nitrofurantoin per kg of body weight daily. The tablets should be chewed and swallowed with water

**Side effects** In susceptible patients nitrofurantoin may cause allergic symptoms, such as erythema, rash, pruritis, pleuro-pneumonitis, eosinophilia, and anaphylactoid reactions. Reports have occurred of leukopenia, agranulocytosis (rare), polyneuritis, haemolytic anaemia with glucose-6-phosphate dehydrogenase deficiency and cholestatic icterus

**Pack** Of 100 (£4.45 trade + PT)

**Issued** July 1971



# TRADE NEWS

## Rimmel re-launch H.E. men's range

Described as a range of toiletries for "the man who has everything," the His Excellency range from Rimmel is being reintroduced with an extremely heavy advertising campaign in the national Press. The campaign which begins in August and goes on until December will deal with six preparations. HE silky shave lather (£0.53) in an aerosol pack, after-shave Cologne (£0.71), Hair Groom (£0.45) a non-greasy preparation. After bath talc (£0.37) is a lightly scented deodorant preparation that is an excellent companion to HE antiperspirant and deodorant (£0.55).

In a handy flat container are HE after-shave freshers (£0.36). The Cologne-impregnated discs may be used after shaving or to refresh when travelling.

A unit occupying 9 x 13 in. of counter space displays the entire HE series to encourage impulse sales (Rimmel International Ltd, 17 Cavendish Square, London W 1.)

### Perfume trial sizes

Taylor of London, 166 Sloane Square, London SW 1, introduce a new trial size (£0.40) 5-cc bottle of three of their most popular scents: gardenia, lily of the valley and enchantment.

A neat counter display pack contains 12 of the 5-cc bottles—four of each of the three fragrances—and has a stand-up descriptive flap printed in the distinctive cerise pink of Taylor of London packaging.

### Treatment for oliguria

Oliguria due to acute or chronic renal insufficiency may now be treated with Lasix 500-mg tablets. The manufacturers, Hoechst Pharmaceuticals, Salisbury Road, Hounslow, Middx, stress that this particular form of Lasix will be available through hospitals only (100 tablets, £29.41). They recommend that fluid balance should be carefully controlled because of the doses employed.

### New look for Pin-up

In line with Elida's policy of continually improving their product range, two important changes have been introduced in Pin-Up. The waving lotion now contains a new perfume and the instruction leaflet has been improved making it far simpler to follow. The leaflet also demonstrates how easy it is to achieve different hairstyles from one basic perm. Elida Gibbs Ltd, PO Box 1DY, Portman Square, London W 1, have also given Pin-Up's packaging a more modern and cosmetic look, yet at the same time retaining its



well-known diamond shape. The logo has become bolder, and the pack features two up-to-the-minute hairstyles that can be achieved with the preparation.

Pin-Up sales, already up 21 per cent on last year, are expected to be further increased by these latest improvements.

### Darker coating

A slight change in appearance and a darkening of the colour of Ferrograd C Film-tabs, due to improved coating techniques is announced by Abbott Laboratories Ltd, Queenborough, Kent.

The new tablet will be supplied from early August and, for a short period, both products will be in existence.

### Also 'chemist only'

Referring to the recent article on first aid (C&D July 10, p 46), Cuxson Gerrard & Co Ltd, Oldbury, Warley, Worcs, say that their product Aidex burn and wound cream should also be worthy of special chemist support. Aidex was introduced "quite a few years ago as a CF product, and has remained so ever since."

Also they point out that the prices of their new Sylvia sanitary towels are: loop-end £0.14½, tab-end £0.11 and not as previously printed.

### Ballet toilet tissue relaunch

The manufacturers of Ballet toilet tissue, Kimberly-Clark Ltd, Larkfield, nr Maidstone, Kent, have announced that they are relaunching the product, introducing new packaging and reducing the price.

In addition, new Ballet will be packed in outers containing 18 twin packs, as an aid to easier handling, stock control and display.

### Tan time reminder

Ambre Solaire are issuing reminders that their seven preparations enable "tan planners" to choose a preparation that is most suitable for their skin and the cir-

cumstances. For those who wish to arrive at the beach already tanned there is Duo Tan available in aerosol (£0.79), plastic bottle (£0.75) and in a tube (£0.45), all ready to produce a tan without the sun.

Then, for those who have tanned during the day, Golden Ltd, 18 Bruton Street, London W1A 1BX, offer Ambre Solaire Après Soleil, a nightly application to moisturise and soothe. Issued in a plastic bottle (£0.65).

### Still available

Merck Sharp & Dohme Ltd, state that only enteric coated Decadron 0.5-mg tablets in packs of 100 have been discontinued. Un-coated Decadron 0.5-mg tablets in packs of 100 remain available.

### Swiss battery shavers agencies

Gordon Miller, 10 Stafford Road, Wallington, Surrey, seek main preferential shaver outlets, particularly in Scotland, the North, and the Greater Midlands area, to whom they claim "to offer the highest shaver unit profit in the trade, on models which are sold mainly through such preferential stockists." Inquiries should be addressed to P. A. Ballard, managing director.

### Electric blankets sales and service

The amalgamation of Thermoset and Northern Blankets has resulted in a wide range of electric blankets, including normal and low voltage, under and over blankets, washable and non-washable, one-heat and three-heat.

Northern Blankets Ltd, Royton, Oldham, Lancs, offer a new leaflet describing the range and mentioning the Thermoset New Era low voltage overblanket that is available in two sizes, single bed 80 by 60 in and double bed 80 by 80 in. Northern continue their guarantee to the retailer against faulty new stock, accepting back for full credit any blanket that proves to be faulty on sale and the company claims to maintain "no-more-than-seven-day-in-factory" after-sales service.

### Trade shows next week

#### Cardiff

Queen's hotel, July 19-23, Columbia Products Co Ltd.

#### Manchester

Piccadilly hotel, July 18-23, Shulton (Great Britain) Ltd, July 19-22. Dorothy Gray Ltd.

Queen's hotel, July 19-23, H. Bronnley & Co Ltd, Columbia Products Co Ltd, July 19-22, Cussons, Sons & Co Ltd, M. & R. Norton Ltd, Taylor of London, R. G. Trevor & Co Ltd.

#### Westcliff-on-Sea

Overcliff hotel, July 20-23, Columbia Products Ltd.

## Bonus offers

Vestric Ltd, Chapel Street, Runcorn, Cheshire. Aquacene. 14 invoiced as 12. (Until July 31). Ilford films. Extra 5 per cent discount on all orders for 50 assorted Ilford black and white films (with 5 per cent reductions off purchase tax). (July 19-August 27).



# It's official!

## The British Dental Association now recommends Fluoride toothpaste.

The British Dental Association is now convinced that children using Fluoride toothpaste need fewer fillings.

And only one brand, Colgate Fluoride with its exclusive MFP formula, has been proved\* 30% more effective in preventing decay than ordinary toothpaste.

So recommend Colgate Fluoride to your customers, and they'll thank you for it in the future.

You'll save a lot of children a lot of toothache.



the most effective decay-  
preventing toothpaste.

\*Clinical tests were carried out on erupting teeth of 1,489 children over a 3-year period, under the supervision of researchers from a famous London hospital.



# Colgate lead the swing to fluoride

The most dramatic development to have occurred in the toothpaste market for many years has been the recent tremendous swing towards fluoride formulations.

The fluoride sector has quadrupled in size in the past two months and is still growing at an ever increasing rate. The first half of 1971 has seen the introduction of a further three major brands.

Why this sudden swing to fluorides? The main answer, according to Colgate-Palmolive, is publication of the results of an exhaustive three-year clinical trial, starting in 1964, which analysed the effect of fluoride toothpaste on children's teeth.

The trial was set up by Colgate-Palmolive in conjunction with the Department of Preventive Dentistry at Guy's Hospital, and the results, published in the *British Dental Journal* in 1970, proved conclusively that children using Colgate Fluoride toothpaste with MFP had 30 per cent less decay in new teeth surfaces than those using ordinary toothpaste. Following these results, the British Dental Association officially recommended the use of fluoride toothpaste and the rush to the "bandwagon" followed.

An additional reason for the growth in popularity comes from the fact that the new fluoride formulations are based on sodium monofluorophosphate and have overcome the problems of staining and taste experienced with stannous fluoride.

However, Colgate-Palmolive stress that the most important and quoted clinical trial evidence relates only to Colgate Fluoride toothpastes with their exclusive MFP formulations. They add: "It is important that the pharmaceutical profession be under no misapprehension. Colgate, the brand leader in the toothpaste market, is also the most thoroughly tried and tested brand in the fluoride sector."

## Denture wearers want to brush

Clean, sparkling white dentures, tartar and odour-free in just a minute — that is the selling point that has given International Laboratories' Denclen brand leadership in the liquid denture cleaner market.

Denclen was invented by a dentist to provide a product that could be wholeheartedly endorsed by the dental profession. In the course of his practice, he had become increasingly disgusted with handling dentures his patients thought clean — but which were covered with the unpleasant film that gives rise to that most embarrassing of conditions — "denture odour." Even dentures that appear to be free of unsightly yellow tinge can still be

covered with tartar deposits — the "invisible enemy" that leads to the build-up of denture odour.

The answer was provided by brushing with Denclen. The need to soak was eliminated, and denture wearers were able to continue to brush their dentures, just as they had brushed their natural teeth. This has led to greater acceptance of the Denclen method, with the added bonus of a denture cleaner ideally suited for the wearers of instant dentures, who cannot afford to have their dentures out of their mouths for long soaking periods.

The dental profession have distributed thousands of samples to their patients every year. Their recommendation plus regular advertising for Denclen in professional journals is backed by effective consumer advertising.



## Two-part answer to hypersensitivity

Although sales of regular cosmetic toothpastes have been drifting away from chemists to grocery outlets, the chemist is still dominant in the market for specialised dentifrice — and one of the fastest growing and most profitable markets is the toothpaste for the treatment of sensitive teeth.

The leading product in this market is Sensodyne, which contains a unique desensitising agent, strontium chloride. This acts on a cumulative basis to combat the problem of sensitive teeth and to build up protection against painful hypersensitivity.

To ensure correct application, Stafford-Miller have introduced a new soft toothbrush specially for the brushing of sensitive teeth. Marketed under the name Sensodyne Softex (£0.20) it has four features to encourage regular brushing.

The 34 tufts of slender, resilient bristles give maximum brush coverage to each tooth surface. And every bristle is rounded at the tip to prevent abrasion or gum injury. The short narrow head of the Sensodyne Softex brush makes it easier to clean all parts of the teeth properly.

The handle is long and slim and the



special rubber tip on the end massages the gums between the teeth and helps keep the whole mouth healthy. (Stafford-Miller Ltd, 166 Great North Road, Hatfield, Herts.)

## Prescribing stimulates o-t-c sales growth

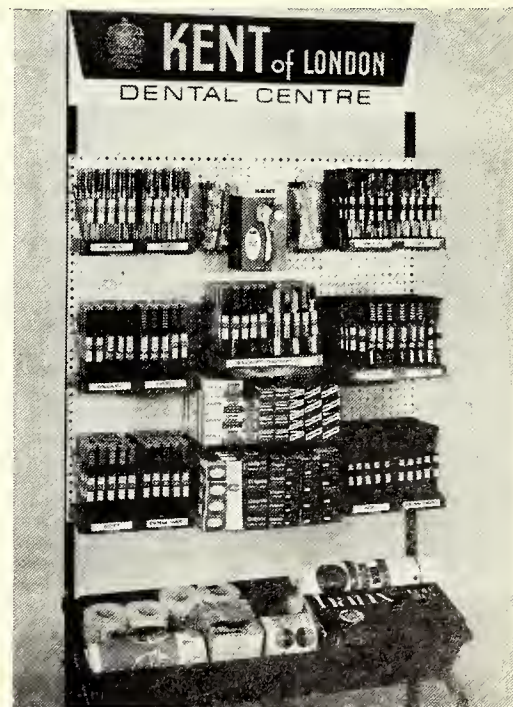
Recent market research carried out by William R. Warner indicates that the rapidly growing over-the-counter sales of their oral antiseptic Oraldene are now matching the level of prescription sales.

After one and a half years on the market, Oraldene is now firmly established with doctors. Patients who have been prescribed Oraldene for specific mouth complaints have found that it works, and they like using it. Consequently, they are now buying Oraldene direct for general mouth conditions and oral hygiene use. Counter sales have also been given a recent boost from a successful promotional campaign to dentists, who are now recommending their patients to purchase Oraldene from their usual pharmacy.

The research also showed that in a significant number of pharmacies, Oraldene o-t-c sales were still lower than prescription sales — but in the others pharmacies were often selling three or four times as much over-the-counter as they were dispensing. In 86 per cent of cases, these were the pharmacies who had put Oraldene on counter display.

The product lends itself well to counter display, and Warner are now introducing a new version of their successful Oraldene counter display unit. For information pharmacists should contact Mr C. J. Shearer, William R. Warner & Co Ltd, Eastleigh, Hants.

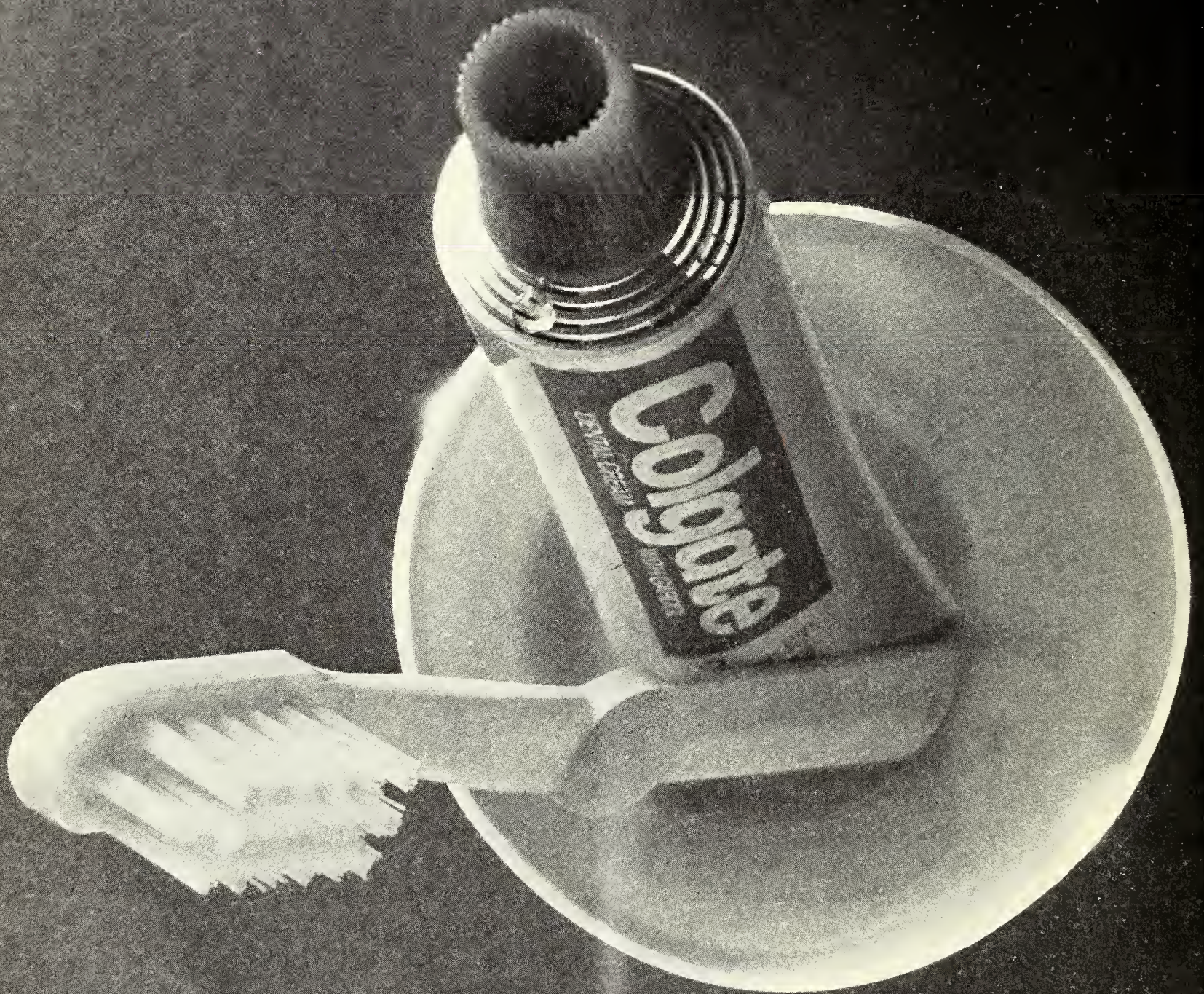
*The Kent dental centre is said to have proved itself the most successful merchandiser ever for oral hygiene products, many chemists having doubled their turnover in toothbrushes by using it. All oral hygiene needs can be localised with this unit. (G. B. Kent & Sons Ltd, 24 Old Bond Street, London W1X 4AB)*





# The ring of confidence

(Something you acquire when you've been brand leader for 16 years)





# Emphasis on oral hygiene is growing

A common factor in both caries and periodontal disease is the presence of bacteria, and it has been estimated that there are, on average, 14 million bacteria in 1 ml of mouth rinsings.

Since bacterial action leads not only to dental disorders but also to the great majority of cases of superficial halitosis it may be wondered why concern with the oral area all too often starts and ends with dental hygiene, rather than with the more important factor of oral hygiene.

In the US, Canada and Australia, consumer interest revolves around oral hygiene, which embraces, and which is complementary to dental hygiene, an interest which has led to the development of substantial mouthwash markets.

The mouthwash market in the US really began to take-off in 1964, and is currently estimated as being worth almost \$200 million. A major factor in the development of this market has been Listerine antiseptic, which now has a 45 per cent market share.

Listerine is claimed to be used daily as a mouthwash for fresh breath, in almost 50 per cent of all US households. Extensive tests have shown that a 30-second rinse and gargle with Listerine kills over 95 per cent of bacteria in the oral cavity. Furthermore, the count still shows a 65 per cent reduction some four hours afterwards. A bonus effect is that regular use also considerably reduces the incidence of colds and sore throats.

Because of this market position Listerine was recently re-positioned in Britain as a mouthwash-gargle for the treatment of halitosis. It is expected that the sales will follow a similar pattern to that experienced in the United States.

*Ideal for summer sales, this lightweight travel kit contains battery holder, power handle, coiled flex and two detachable brush heads, all fitting into a leatherette pouch. It is the Ronson TB 71B toothbrush, selling at £4.97 (Ronson Products Ltd, Leatherhead, Surrey.)*



## New toothpaste sells itself

Clinomyn, the new smoker's toothpaste from Trentham Laboratories, has terrific pick-up potential. That is the conclusion of chemists who have put the product on display—in fact many sold their first dozen within a week, even before the consumer advertising had broken, the makers claim.

One Midlands chemist put his initial two tubes end-on on a shelf: and they stayed there. But when the display outer went up, 13 tubes were sold in five days.

Clinomyn contains a patented form of anhydrous aluminium silicate, Polynam, to assist in stain removal, and silicone to prevent film build up. It has a distinctive fresh mint flavour with "menthol overtones" to give a slight medicinal taste.

It is conceded that Clinomyn will not remove stains as quickly as some powder formulations, but the makers say that it will remove them gently and safely, leaving the teeth "gleaming white and highly polished." (Trentham Laboratories, Easthorpe House, Loughborough Road, Rudington, Nottingham NG11 6LP.)

## Professional promotion puts up demand

Demand for Dentec is climbing as a result of publicity to school dental clinics, using samples and give-away leaflets, say P. A. Danning Ltd.

The aims of Dentec are to provide a continuous defence against the risk of acid attack upon tooth enamel; to reach the dental crevices, inaccessible to other means of prevention, where cariogenic food debris is impacted and retained; to combat acid when it occurs; to maintain a caries-inhibitory effect at all times, and to apply fluoride directly to the tooth enamel.

Each tablet contains magnesium hydroxide, calcium carbonate, calcium phosphate and sodium fluoride, and is designed to be chewed. The insoluble particles are



forced into the dental crevices, where fluoride and calcium are released in contact with acid-forming plaque.

More wholesalers are now stocking Dentec, and at least one distributor should be available to chemists in all parts of Britain. (P. A. Danning Ltd, 316B Richmond Road, Twickenham, Middlesex.)

## Limerick competition to be repeated

Over 30,000 entries—"quite fantastic response"—have been received in the Eucryl Smokers toothpowder limerick competition, the first part of which was completed recently. In fact, Eucryl say the competition has "so captivated the imagination of the public" that they have decided to play it again in the second half of 1971. Among the £100-winners was this gem:

A cynical smoker from Crewe  
Said 'This advert's too good to be true.'  
"Use Smokers — it's fine —  
Teeth will sparkle and shine"  
But he did — and it is — and they do!

Eucryl's other "smokers"—Smokers denture cleaner—is again being advertised on television. 15-second spots having been booked with main stations during July and August. The product is designed to remove tobacco film from dentures and is gaining in popularity.

Eucryl offer a product to suit all "true" or "false" teeth, the others in the range being Eucryl denture powder, Dentiline liquid denture cleaner, and Eucryl toothpowder. (Eucryl Ltd, 7 Oakley Road, Southampton, Hants.)

## Local treatment for dentures

Stains can be removed from dentures in a few seconds with the use of O-de-dent solution. It is applied to the teeth and denture frames with a twist of cotton wool on an orange stick or held in tweezers, and is worked into the spaces between the teeth. After rubbing the stained parts the dentures are rinsed in cold water. O-de-dent is supplied in small easy-to-carry container. (O-de-dent Co, Glebelands, Stoke Road, Cobham, Surrey.)

## An interdental stimulator

Addis have recently introduced Wisdom interdental stimulators, intended for care of the interdental spaces and for stimulating and strengthening the gums. Each stimulator is medicated with menthol and has a pleasant flavour.

The product is supplied in boxes containing five sets and a pvc wallet for carrying them around in, and has a retail price of £0.23 per pack. (Addis Ltd, Hertford.)



# Toothpaste: a market the chemist can quickly win back

Toothpaste is a leading toiletries product group, enjoying sales considerably larger than many other chemists' markets, with sales worth more than £4 million per year to retail pharmacies.

Yet the total toothpaste market will be worth around £22½m at r.s.p.'s this year, indicating that much of the potential business for chemists is being lost to competition from other outlets—68 per cent of the business now going to self-service, multiple and other grocery outlets, and an 18 per cent share to the big chain stores and other types of outlet. Chemists do only slightly better with a 20 per cent share and seem to have lost ground in a market that by tradition used to belong to the pharmacy. Almost certainly this is because chemists have not been as active in promoting toothpaste as other retailers.

Many chemists reason that, faced with competition from the multiples with their vastly greater bulk purchasing power and deep price-cutting policies, there is little opportunity for making much out of toothpaste.

But this is far from true. In the grocery trade, 44 per cent of total business still goes through independent outlets — and with around 32 per cent of the toothpaste market the smaller man is proving he can compete with the retail giants. Drawing a comparison, it would appear that the chemist has nothing to fear from the big chains — provided that the competition from this type of outlet is recognised and effective counter-measures are taken in the form of planned merchandising.

To help the smaller pharmacy to regain lost ground, Beecham have put together some general facts about the toothpaste market and some ways in which toothpaste as the leading product in the oral hygiene category can become a valuable profit earner.

Following a period of minimal growth, the market has expanded dramatically in recent months. Manufacturers have invested greater amounts than ever before in advertising and promotions. Following the launch of new Macleans Freshmint and White Fluoride, Beecham are spending £1,000,000 plus on these brands. Over £650,000 of this amount is being spent directly on advertising in the biggest campaign ever in the UK toothpaste market.

Press and television advertising by major manufacturers in 1971 is expected to reach nearly £3 m.

Brand leaders are: Macleans Freshmint and White Fluoride, Colgate Dental Cream, Gibbs SR, Signal and Ultrabrite, which together account for 88 per cent of chemists' sales.

Macleans and Colgate, according to the latest independent trade audit, are national joint brand leaders, each with approximately 20 per cent of chemists' sterling sales of toothpaste.

Larger size packs are gaining ground. A recent independent survey indicated standard, large, economy and giant sizes take 33, 38, 17 and 12 per cent of sales respectively, whereas less than five years ago standard sizes represented three-quarters of all toothpaste sales. A gradual trading up is taking place, indicating greater frequency of usage.

## Maintaining profitability

Most important—take full advantage of manufacturers' incentives and offers. Buying on bonus terms will enable customers to be offered an attractive price structure whilst maintaining profitability.

Tie-in promotions and displays with manufacturers' television and Press advertising campaigns to maximise the demand that this investment invariably creates. Each week *C&D* publishes a list of products supported on television.

Rationalise the range. The five leading brands of toothpaste account for eight out of ten tubes of toothpaste sold by chemists. If slower moving brands are stocked to offer consumers a wider choice, gear stock holdings to sales potential.

Rationalised stock holding cuts out dead lines, frees space for more profitable use. Creating extra space for fast moving brands will enable chemists to purchase the brand leaders as economically as possible. Taking advantage of quantity case rates, the chemist can be competitive and offer attractive consumer price cuts, which in turn will boost turnover and profit.

Make maximum use of shelf space—so that every square inch earns. Give fast moving lines prominent displays with facings equivalent to their market share.

Merchandise vertically rather than horizontally on self-selection shelves. Instead of stringing out toothpaste brands and other oral hygiene items along a considerable length of one shelf, these items can be compactly displayed by vertical blocking on a short run of several shelves and are visible at a glance. Vertical blocking by brand gives fast movers a unified visual impact, making one-stop pick-up of the family's oral hygiene products more convenient—and more frequent.

Ensure display material is used effectively and price cuts are prominently displayed to attract housewives.

Good merchandising stimulates a high rate of impulse purchase. Depending on space, free-standing dump displays will attract shoppers' attention to special offers.

Siting of free-standing displays is important. Best sites are at gondola ends facing customer flow into the pharmacy, close to the till counter, or in a centre-aisle position facing in the direction of the main flow of customer traffic.

Make good use of window display areas—a little extra trouble erecting a window display can pull in extra customers.



Mr N. Freedman, left, discusses his special promotion with Mr A. P. Keen, Beecham's area manager.





# WEEKLY CHANGES AND ADDITIONS

## To June Quarterly Price List

**'Contac 400'**  
for 12 months  
continuous profit!



### THE CHEMIST & DRUGGIST Price List Service

To ensure accurate pricing, look first in this supplement under This Week's Changes and Stop Press followed by the Cumulative Section commencing on p 1. If the price you are seeking does not appear in this supplement, refer to the Quarterly List. Discard earlier supplements.

Trade prices are given per unit unless otherwise stated. Bold upright figures (0.14) in the retail column indicate the price is subject to resale price maintenance. Italic figures (0.14) is manufacturer's recommended price. Light upright figures (0.14) is a suggested guide. A=Price advanced. R=Price reduced. ●=New entry. D=Delete. C=Correction. / =Insert.

	Trade £.p	Tax £.p	Retail £.p
<b>Minute Magic (385 DG)</b>			
116cc	0.39	0.21	0.81
<b>Hour (333 Cupal)</b>			
powders	0.865dz	0.29dz	0.13½
<b>abstem (746 Lederle)</b>			
tablets	100	1.42	0.521 2.65
<b>abunda (385 DG)</b>			
cream	14cc	0.42	0.23 0.88
<b>actifluor 3-18 (1341 Willows)</b>			
actifluor 3-18 (1335 Wigglesworth)			
actifs (1521 Pharm Dis)			
actifs (1521 Pharm Dis)			
capsules	4.26dz	1.68dz	0.75
<b>adaptoplast (339 CG)</b>			
dressings			
125 pieces asst. M95	0.625	—	0.87
150 pieces asst. M304	0.45	—	0.63
pieces 150 × ½ × 2½			
M304M	0.45	—	0.63
<b>island dressing</b>			
150 × ½ × 1½	M97	0.479	— 0.67
<b>strip</b>			
½ in × 5yd	M266	5.60dz	— 0.66
1 in × 1yd	M272	1.59dz	— 0.19
1 in × 5yd	M268	7.95dz	— 0.95
<b>adona (60 Arden)</b>			
cream	101.02	—	1.25
<b>adventure (545 Grossmith)</b>			
perfume	4cc	3.12dz	1.67dz 0.54
<b>agfa (16 AGL)</b>			
chemicals			
Neutol NE	—	—	0.26½
liquid	—	—	0.63
—	—	—	0.26½
—	—	—	1.26
<b>Neutol 66</b>			
films	—	—	— D
<b>Dia direct reversa</b>			
35mm 36 exp.	—	—	1.30
filters, 25, 30, 32mm	—	—	2.34
35.5mm	—	—	2.58
46mm	—	—	3.27
<b>agfcolor (16 AGL)</b>			
chemicals			
film bleach bath	—	—	0.56½
film developer 5	—	—	0.48
film fixing bath	—	—	0.51
paper bleach fix bath	—	—	1.11

	Trade £.p	Tax £.p	Retail £.p
paper developer	—	—	0.56½
paper stop bath fix	—	—	0.47½
projectors 50	—	—	20.90½
automatic 50	—	—	40.74½
case	—	—	3.09
negative film CNS			
standard cassette			
35mm			
12 exp.	—	—	0.53
20 exp.	—	—	0.65
36 exp.	—	—	0.89
126	—	—	0.71
126	—	—	0.57
Rapid	—	—	0.57
roll film 127, 120, 620	—	—	0.48½
reversal film CT18			
126	—	—	1.36
35mm			
cassette			
20 exp.	—	—	1.36
36 exp.	—	—	1.96
Rapid	—	—	1.09
roll film 127, 120, 620	—	—	1.00
8mm cine CT135 25ft.	—	—	1.65
8mm cine CK.17 super 8	—	—	2.00
8mm Movex cassette	—	—	2.15
16mm cine spool 100ft.	—	—	4.69
<b>Agfalux (16 AGL)</b>			
flashgun KM	—	—	6.06½
CK & CM	—	—	3.83½
CI outfit	—	—	5.42
<b>Agfascop (16 AGL)</b>			
viewer	10	—	5.35
20	—	—	7.92½
<b>Agfatronic (16 AGL)</b>			
flash guns	140A	—	23.38½
160A	—	—	29.13
220A	—	—	40.79
<b>Agprosal (17 Agprolin)</b>			
tablets	100	0.30	—
<b>Airwick (671 Jeyes)</b>			
aerosol mists	16oz	1.90dz	— 0.20
old sizes	—	—	— D
<b>Alberto Culver (24 ACC)</b>			
VOS hairspray	300g	5.55dz	3.05dz 0.90
<b>Albion (339 CG)</b>			
cotton wool			
carton	1oz	0.47dz	— 0.06
4oz	—	—	1.22dz
11b	—	—	0.32
paper wrapped	2oz	0.74dz	— 0.09
8oz	—	—	2.10dz
11b	—	—	0.30
<b>Albucid (187 B5)</b>			
eye drops †s4B			
10% 10ml	0.23	—	0.34½
20% 10ml	0.24	—	0.36
30% 10ml	0.25	—	0.37½
eye ointment†	2½% 4g	0.10	— 0.15
6% 4g	0.12	—	0.18
10% 4g	0.13	—	0.19½
nasal spray	—	—	— D
<b>Algesal (894 Nicholas)</b>			
tube	40g	0.14	0.05 0.26
<b>Allcock's (31 AP)</b>			
(distributors 1377 R & A)			
porous plasters	0.812dz	0.283dz	0.12
<b>Allergilac (307 C &amp; G) 12oz</b>			
(2doz)	5.20	—	0.29
<b>Allinson (40 Allinson)</b>			
dried yeast	4oz	3.93	— 0.13½
(3 dz)	—	—	—
<b>Almay (39 Almay)</b>			
near nude make up	0.45½	0.25½	0.98
bronzing gel	0.37	0.19½	0.75
liquid blush	0.39½	0.20½	0.80
<b>Almevax (208 BW)</b>			
10 dose vial	8.90	—	13.35
<b>Alopecinin (1521 Pharm Dis) †s4B</b>			
pomade	1oz	9.92dz	3.80dz 1.49
tablets	30	9.92dz	3.80dz 1.49
<b>Alphakil (1047 Rentokil)</b>			
mouse bait†	—	—	— D
mouse bait†	—	—	— I

	Trade £.p	Tax £.p	Retail £.p
<b>Alupent (145B)</b>			
ampoules 0.5mg 1ml 6†	0.38	—	0.57
solution 5% 7.5ml†	0.31	—	0.46½
metered aerosol †s4B	0.97	—	1.45
refill †s4B	0.81	—	1.21
syrup †	150ml	0.36	0.54
11	2.14	—	3.21
tablets †	50	0.62	0.93
250	2.82	—	4.23
1000	10.93	—	16.39½
<b>Alupent expectorant (145B)†</b>			
mixture 300ml	1.35	0.496	2.52
tablets	30	0.90	0.33 1.68
250	6.82	2.50	12.73
<b>Alupent-Sed (145B) †s4A</b>			
tablets	50	0.66	— 0.99
250	3.00	—	4.50
<b>Amami (105 BTD)</b>			
styling lotion	80cc	1.16dz	0.64dz 0.18
<b>Amytal (413 Lilly) †s4A</b>			
Pulvules with ephedrine	100	0.33	— 0.50 I
<b>Anacal (1490 IAP5)</b>			
ointment	0.82	0.30	1.53
suppositories	0.51	0.187	0.95
<b>Anapax (848 Minnesota)</b>			
cold sore lotion	5ml	1.00dz	0.367dz 0.15
cold tablets	12	1.33dz	0.488dz 0.20
24	—	—	— D
cough linctus †			
adult	55ml	1.90dz	— 0.22½
110ml	3.15dz	—	0.37½
child's	110ml	—	— D
junior pain reliever	60ml	1.68dz	— 0.20
<b>Andre Philippe (48 AP)</b>			
bubble bath			
gift set trio	33	4.00dz	1.465dz 0.63
slim diamond	14	3.40dz	1.245dz 0.53
continental	35	7.20dz	2.64dz 1.13
Cologne			
slim diamond	24	3.00dz	1.65dz 0.53
Cologne/lavender	34	6.60dz	3.63dz 1.13
<b>Anectine (208 BW)</b>			
(distributors 218 Calmic)			
Insert †s4B			
<b>Anethaine (518 Glaxo) †</b>			
cream	20g	0.11	— 0.15
<b>Animalintex (1073 Robinson)</b>			
poultice dressing (vet)	2.50	0.917	—
(10/12dz) (10/12dz)	—	—	—
<b>Antoin (311C) †DDI</b>			
tablets	20	0.10	0.04 0.19
50	0.19	0.07	0.35½
dp 250	0.80	—	—
<b>Anusol (1310 WW)</b>			
suppositories	12	2.08dz	0.763dz 0.30
<b>Apple Blossom (596 HR)</b>			
bath essence	3303	—	1.20
cubes	3321	—	0.75
creme perfume	3032	—	1.35
deodorant spray	2422	—	0.80
anti-perspirant	2433	—	1.05
dusting powder			
drum	3208	—	1.75
spray bottle	3212	—	0.80
sprinkler flask	3233	—	0.85
foaming bath oil	3356	—	1.35
hand lotion	3344	—	0.80
perfume			
concentrated	3111	—	2.40
perfume mist	3013	—	1.20
crystal bottle	3122	—	5.00
skin perfume spray	3002	—	1.10
3022	—	—	2.10
refill	3023	—	1.15
soap, complexion,			
three	3333	—	0.90
bath, three	3336	—	1.35
solid fragrance stick	3020	—	0.95
splash Cologne	3056	—	0.95
stroke on perfume	3130	—	1.20
traveller	3477	—	1.75

the most versatile digitalis glycoside

# LANOXIN\* DIGOXIN

TABLETS • SOLUTION • INJECTION • PAEDIATRIC ELIXIR

BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.

\*Trade Mark





	Trade £·p	Tax £·p	Retail £·p
<b>Apres Soleil (525 Golden)</b>	3·90dz	2·14dz	0·65
<b>Apsin VK (1432 AP5L) T5</b>			
granules for syrup			
62·5mg/5ml 60ml	1·40dz	—	—
100ml	2·40dz	—	—
125mg/5ml 60ml	2·40dz	—	—
100ml	3·60dz	—	—
250mg/5ml 100ml	6·60dz	—	—
<b>Aqua Manda (532 Goya)</b>			
after shave	0·22	0·12	0·45
fragrance	28cc	0·22	0·45
96cc	0·353	0·195	0·72
210cc	0·54	0·295	1·10
spray	0·27	0·15	0·55
golden body rub	0·27	0·15	0·55
hand lotion	0·186	0·105	0·38
herbal bath oil	0·27	0·15	0·55
sachet	0·039	0·022	0·08
foam bath	0·236	0·125	0·44
sachet	0·043	0·023	0·08
oatmeal soap	0·076	0·028	0·13
shampoo	0·037	0·013	0·07
talcum	0·166	0·09	0·34
<b>Aramanta (1484 Hagman)</b>			
Aramantol 227cc	—	—	0·52½
herb and spice bath oil	56cc	—	0·75
113cc	—	—	1·37½
herb and spice after shave	56cc	—	0·52½
113cc	—	—	0·92½
honey pollen facial cream	56g	—	2·25
mask	113g	—	3·75
pine needle extract	227cc	—	0·46
568cc	—	—	0·85
26oz	—	—	1·10
40oz	—	—	1·59
80oz	—	—	2·77½
1gal	—	—	4·97½
special complexion milk	227cc	—	0·92½
<b>Aronde (287 CPC)</b>			
bath crystals	0274	1·94dz	0·33
bath oil	0272	1·38dz	0·44
capsules	0291	2·88dz	0·49
bubble bath			
gardenia	0280	2·13dz	0·76dz
hyacinth, lilac	0273	1·74dz	0·62dz
rose	0281	2·13dz	0·76dz
pine	0282	2·13dz	0·76dz
children's rabbit	0268	1·74dz	0·62dz
dog	0269	1·74dz	0·62dz
clown	0271	2·52dz	0·90dz
puffing Billy	0276	2·13dz	0·76dz
puffing Billy trucks	0295	2·26dz	0·80dz
triple pack	0296	1·61dz	0·58dz
giant sizes	0279	3·73dz	1·36dz
twin pack	0284	3·17dz	1·12dz
cleansing milk	0294	3·23dz	1·15dz
cold cream	0038	1·94dz	0·76dz
deodorant aerosol	0046	1·06dz	0·57dz
everfresh stick	0157	2·06dz	1·10dz
roll-on	0177	0·88dz	0·47dz
talc	0043	1·59dz	0·85dz
dusting powder	0044	1·30dz	0·70dz
eyebrow pencil	0029	3·23dz	1·13dz
eyelashes	0103	0·59dz	0·31dz
"Lady"	2116	3·70dz	1·99dz
eye shadow quartet	2136/39	2·88dz	1·54dz
foaming bath essence	0107/8	1·06dz	0·57dz
hair setting lotion	0293	2·65dz	1·41dz
hair spray aerosol	0025	1·59dz	0·85dz
hand cream	0123	2·59dz	1·39dz
lipstick quartet	0031	1·41dz	0·75dz
liquid make-up	0032	1·94dz	1·04dz
mascara brush-on	0041	0·88dz	0·47dz
shampoos	0225	1·41dz	0·75dz
beer	0102	1·71dz	0·91dz
children's	0072	1·55dz	0·55dz
coconut oil	0275	1·88dz	0·66dz
conditioning	0077	1·55dz	0·55dz
egg & lemon	0073	1·55dz	0·55dz
herb	0010	1·94dz	0·69dz
lanolin	0071	1·55dz	0·55dz
medicated	0075	1·55dz	0·55dz
triple pack	0076	1·55dz	0·55dz
sun oil	0011	1·94dz	0·69dz
talcum	0074	1·55dz	0·55dz
perfumed	0283	2·91dz	1·04dz
<b>Asmapax (894 Nicholas)†s4B</b>			
tablets	30	0·35	—
250	2·28	—	3·42
<b>Aspartat (346 Dales)</b>			
<b>Aspergum (1333 WL)</b>			
dp 250	11·00dz	—	—
<b>Aspro (893 Nicholas)</b>			
tablets	24	2·535	0·86
(2dz)	(2dz)	(2dz)	0·17
<b>Astral (333 Cupal)</b>			
aerosols	—	—	0·21
Mimosa blossom	—	—	0·21

	Trade £·p	Tax £·p	Retail £·p
Apple blossom	—	—	D
kitchen deodorant	—	—	D
<b>Atkinsons (76 Atkinson)</b>			
English lavender 21cc	—	—	D
mini mist	—	—	D
Gold Medal Cologne	—	—	D
watch flask	—	—	D
mini mist	—	—	D
<b>A toi (76 Atkinson)</b>			
<b>Audinorm (228 Carlton)</b>			
ear drops	0·19	0·07	—
<b>Aurora (243 Cernelle)</b>			
mixed vegetables	3·90	—	0·26
spinach, carrot 7oz	(1½ dz)	—	—
<b>Baby Life (79 BLP)</b>			
baby pants	—	—	—
Candy N.20	1·58dz	—	0·19½
ex. large N.20X	1·58dz	—	0·19½
handy twin N5	1·32dz	—	0·16½
bibs No. 141	1·13dz	—	0·14
pleats 50g	0·53dz	—	0·06
200g	1·20dz	—	0·14
<b>Bacchus (301 Coty)</b>			
after shave	0·975	0·54	2·10
Cologne	1·115	0·61	2·40
deodorant	0·51	0·28	1·10
talcum	0·44	0·24	0·95
<b>Barret (485 Fulford)</b>			
Swiss hand treatment large size	—	—	D
<b>Baycaron (542 FBA)</b>			
tablets 25mg 50	1·18	—	1·77
150	3·35	—	5·03
<b>Belle Argent (525 Golden) ‡</b>			
shampoo hair colouring	2·64dz	1·45dz	0·44
<b>Belle Colour (525 Golden) ‡</b>			
shampoo hair colouring	2·64dz	1·45dz	0·44
<b>Bemax (103 Beecham) existing entry</b>			
<b>Bemax (103 Beecham) 12 case rate</b>			
10oz	1·96dz	—	0·21
20oz	3·47dz	—	0·37½
<b>Benbows (1492 5VC)</b>			
<b>Benbows (67 Ashe)</b>			
dog products	—	—	—
canker lotion	1·69dz	0·60dz	0·25
conditioner 2oz	1·16dz	0·41dz	0·18
4oz	1·82dz	0·65dz	0·28
capsules	—	—	—
½ t'spoon 40	2·04dz	0·73dz	0·30
½ t'spoon 30	2·04dz	0·73dz	0·30
shampoo beauty bath	—	—	—
sachet	0·48dz	0·17dz	0·07
1gal	—	—	D
soap	0·78dz	0·28dz	0·11
tapeworm tablets	0·80	—	0·10

### POISONS RULES

All preparations containing amphetamines are now also included in Schedule 1 in addition to the Fourth Schedule

<b>Benlyin (938 PD)</b>			
expectorant ts7 125ml	1·86dz	0·69dz	0·29
<b>Benzone (930 P&amp;B) ‡s4B</b>			
ampoules 2mg/1ml 10	0·44	—	—
5mg/1ml 10	0·66	—	—
10mg/2ml 10	1·30	—	—
packs of 6	—	—	D
<b>Betnesol (518 Glaxo) T5</b>			
injection 1ml x 5	1·31	—	1·75
1ml x 6	—	—	D
<b>Better Off (385 DG)</b>			
for the face 30g	0·42	0·23	0·88
for the legs 115g	0·37	0·20	0·77
aerosol spray	0·69	0·38	1·44
<b>Bidex (631 Hudnut)</b>			
sachet (12)	1·66dz	0·915dz	0·27
talcum aerosol	3·345dz	1·84dz	0·55
<b>Big D (1572 DF)</b>			
blue 'N' suite	1·35dz	—	0·15
<b>Bio (1400 PBI)</b>			
pot pourri maker	3·40dz	1·18dz	0·37½
<b>Biocel (249 Chase)</b>			
<b>Biocel (1240 Tokalon)</b>			
<b>Bio-Clear (596 HR)</b>			
cream 0801	—	—	0·90
pore lotion 0822	—	—	0·75
shampoo 0832	—	—	0·65
wash 0813	—	—	0·85
<b>Bioglan-M/Q (127 Bioglan) ‡s4B</b>			
tablets 6	1·30dz	—	—
<b>Biokets (848 Minnesota) ‡</b>			
sore throat tablets 12	1·25dz	—	0·15
<b>Biotren (228 Carlton) T5</b>			
dusting powder 15g	0·25	0·09	—
<b>Bisks (1530 Fisons)</b>			
chocolate Vienna wafer	1·10dz	0·24dz	0·14
1 meal	2·72dz	0·60dz	0·34
<b>Bisolvon (145B)</b>			
ampoules 4mg/2ml 5	0·58	—	0·87
elixir 200ml	0·69	—	1·03½
tablets 11	3·28	—	4·92
20	0·46	—	0·69
250	5·03	—	7·54½
1000	19·32	—	28·98
<b>Blue Carnation (1076 R &amp; G)</b>			
dusting powder	0·78	0·42	1·85

	Trade £·p	Tax £·p	Retail £·p
eau de toilette 2oz	0·40	0·22	0·91
4oz	0·66	0·35	1·51
soap (3)	0·54	0·19	1·17
spray Cologne 55cc	0·54	0·29	1·21
talc	0·32	0·17	0·73
<b>BN (848 Minnesota)</b>			
liniment 100ml	1·33dz	0·488dz	0·20
200ml	2·00dz	0·733dz	0·30
<b>Boblets (646 EI) existing entry</b>			
<b>Boblets (786 Macdonald)</b>			
coloured wool balls 50	0·70dz	—	0·05
100	1·20dz	—	0·14
white 50	0·60dz	—	0·07
100	1·05dz	—	0·12
<b>Bourjois (150 Bourjois)</b>			
talcum powder	—	—	—
Boudoir, Mimosa, Wild	—	—	—
Rose, Golden Fern	1·45dz	0·80dz	0·24
<b>Broggobots (162 Bragg)</b>			
<b>Bragg's (162 Bragg)</b>			
granules	—	—	—
lozenges	—	—	—
powder	—	—	—
<b>Bralium (533 Grabowski)</b>			
lotion 2% 100g	0·64	0·23	0·92
5% 100g	0·77	0·28	1·44
0·5% 100g	—	—	—
<b>Breck (1509 C of GB)</b>			
creme rinse sachet 120cc	0·305dz	0·168dz	0·05
with body sachet	2·15dz	1·182dz	0·35
Miss Breck hair spray	0·305dz	0·168dz	0·05
130g	2·04dz	1·122dz	0·33
200g	2·725dz	1·498dz	0·44
370g	3·97dz	2·182dz	0·64
shampoos for dry hair,	—	—	—
normal hair, oily hair,	—	—	—
medicated 70cc	3·40dz	0·491dz	0·19
120cc	2·02dz	0·74dz	0·29
<b>Brevilid 'M' (971 P5MB)</b>			
Insert ts4B	—	—	—
<b>Bricanyl (68 Astra)</b>			
ampoules 1ml 5	0·50	0·185	—
tablets 5mg 100	1·25	0·456	—
<b>Brightener (848 Minnesota)</b>			
toothpaste 150g	1·43dz	0·523dz	0·21
<b>Bristrex (171 BLL)</b>			
capsules 16	—	—	—
<b>Bronnley (194 Bronnley)</b>			
soap	—	—	—
country herb visitor's 6	—	—	0·60
<b>Broxodent (713KH)</b>			
electric toothbrush 240v	—	—	8·95
universal	—	—	10·00
<b>Buclomese (346 Dales)</b>			
<b>Burson (1388 TKC) existing entry</b>			
<b>Burson (1388 TKC) hosiery</b>			
(distributors 810 Maw)			
one way stretch	—	—	—
anklets	0·80pr	—	1·20
knee caps	0·80pr	—	1·20
two way stretch	—	—	—
anklets	1·20pr	—	1·80
knee caps	1·20pr	—	1·80
two way stretch flat bed	—	—	—
above knee	—	—	—
cotton open toe	2·25	—	3·37½
with forked suspender	2·375	—	3·55½
nylon open toe	2·25	—	3·37½
with forked suspender	2·375	—	3·55½
cotton full foot	2·25	—	3·37½
nylon full foot	2·25	—	3·37½
below knee	—	—	—
cotton open toe	1·85	—	2·77½
nylon open toe	1·85	—	2·77½
thigh length	—	—	—
cotton open toe	2·33	—	3·49½
with forked suspender	2·455	—	3·67½
nylon open toe	2·33	—	3·49½
with forked suspender	2·455	—	3·67½
one way stretch men's	—	—	—
knee length	1·32	—	1·98
<b>Buscopan (145 B) ‡s1</b>			
ampoules 20mg 6	0·40	—	0·60
30	1·64	—	2·46
tablets 10mg 20	0·30	—	0·45
100	1·23	—	1·84½
500	4·91	—	7·36½
<b>Cadbury (216 Cadbury)</b>			
diabetic chocolate plain	—	—	—
½lb	1·41dz	—	0·15
<b>Cadex (1319 Wendover)</b>			
medicated shampoo	—	—	—
113cc	2·40dz	0·875dz	0·37½
<b>Caldecium (695 TK)</b>			
—	0·17	—	0·25
<b>Calpol (218 Calmic)</b>			
paediatric suspension 11	1·70	—	—
tablets 1000	2·10	—	—
<b>Cameo (1073 Robinson)</b>			
tampons 10	2·772	—	0·15
(2 dz)	—	—	—
40	4·898dz	—	0·53
<b>Canon (1136 Silber)</b>			
cameras still	—	—	—
FT-QL body only	—	—	99·90
Canonet 28	—	—	29·97
case	—	—	2·97</



	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
cameras cine				plain	1oz	0.87dz	—	0.10½	Cortucid (187 B5) †s4B		
814	—	—	184.86	2oz	1.53dz	—	0.18½	cream	3g	0.35	—
case	—	—	14.97	4oz	2.90dz	—	0.32	Cossack (1038 R&C)			0.52½
250 with case	—	—	59.97	16oz	10.07dz	—	1.12	men's hairdressing			
projector 5400	—	—	79.94					aerosol	12oz	3.12	1.71
aralon (229 Carmen)	—	—	0.35	multiple pk. dressing	No.1	2.55dz	—	0.28½	Coty (301 Coty)		0.49
wig shampoo	—	—	—		No.2	5.20dz	—	0.57½	Air Spun		
rbamaya (162 Bragg)				Cerumenol (718 LAB)					finishing powder	231	0.38
rbocaine (970 PM)				ear drops approx. 11ml	1.80dz	0.66dz	0.27		fluid make-up	237	0.285
3%, 1% and 2%				Cestra (1073 Robinson)					matte make-up	238	0.31
ampoules 2ml 10 × 10	2.00	—	—	face masks standard	17.71	—	—		pressed powder	217	0.38
5ml 10 × 10	3.75	—	—		(1gross)	—	—		refill	218	0.265
10ml 10 × 10	5.75	—	—	Chantage (76 Atkinson)				D	cream powder compact	584	0.265
20ml 5	0.85	—	—	Chekwater (103 Beecham)	12	case rate	0.295dz	0.17	refill	581	0.19
injection vial 20ml 10	1.00	—	—	mixed flavours	1.34dz	—	—		deodorant mist	330	0.265
50ml 10	1.75	—	—	Chilban (436 Evans)				D	roll-on	319	0.24
3% cartridge 2ml 100	2.16	—	—	Chypre (301 Coty)				D	foundation cream	549	0.265
4% ampoule 2ml 10	1.75	—	—	Cicatrion (218 Calmic)	T5				Innovation		
rbonet (1155 S & N)				cream	15g	0.34	0.125	0.61	eye liner gel	401	0.265
non adherent dressing				100g	1.50	0.55	2.75		eye shadow gel	402	0.265
3½ × 3½ in				50g	0.34	0.125	0.61		make-up gel	400	0.31
10 piece CT4	2.03dz	—	0.24	powder	15g	0.34	0.125	1.54	Light & Lovely	530	0.265
30 pieces CT3	3.47dz	—	0.41		50g	0.85	0.31		lipstick	280/209	0.265
7½ in × 4yd CT2	6.26dz	—	0.74	Clenicose (289 Concept) TS					liquid base	354	0.24
rdinelli (226 CBP)				ointment	5g	0.40	—	—	Originals		
eyelashes				14.2g	0.62	—	—		bare blusher	528	0.835
Aqua-Lash	0.345	0.19	0.73	Clenisep (289 Concept)					refill	529	0.395
re (532 Goya)				cream	15g	0.40	—	—	compact make-up	510	0.51
hand cream	0.108	0.396	0.22	Clomid (838 Merrell)					refill	511	0.30
robel (1249 Trufood)				Insert ts4B					eyeliner streamliner		0.71
135g	4.04dz	—	0.51	Cobalin-H (930 P&B)					eyeshadow frosted		
silan (518 Glaxo)	8oz	4.20dz	0.44	ampoules 250µg	10	0.35	—	—	creme		0.47
sual (1242 Toni) †				1000µg	10	0.44	—	—	eye shadow powder	105	0.465
hair colour	3.42dz	1.79dz	0.55	packs of 6		—	—	D	highlight and shadow		
lightener	3.42dz	1.79dz	0.55	Codelsol (837 MSD)					collection	002a	0.605
Illogen (385 DG)				eye/ear drops					frosted	002	0.605
cream	30cc	0.68	0.37	1.42	Codural (848 Minnesota) †				lipsticks	116/7	0.35
55cc	1.01	0.56	2.12	tablets	15	1.33dz	0.488dz	0.20	liquid moisture make-		
hand cream	30cc	0.36	0.20	Coldrex (976 PL)					up	534	0.44
55cc	0.56	0.31	1.17	hot lemon					mascara automatic		0.47
Illosene (1073 Robinson)				tablets	12	2.11dz	—	0.22	nail enamel cream	494	0.235
cellulose wadding	16oz	0.18	—	24	3.455dz	—	0.36		frosted	494	0.30
porox (518 Glaxo) T5				Colgate (280 CP)					sheer puffery		
capsules 250mg	20	2.81	—	shaving cream lather					foam blusher	527	0.745
100	13.50	—	—	or brushless					foam foundation	537	0.65
500mg	20	5.53	—	Collyre Bleu (Laiter (346 Dales)					bronzer	551	0.65
100	26.65	—	—						sunshimmer	536	0.35
tablets 250mg	20	2.81	—	Color Match (525 Golden)					539	0.44	0.24
100	13.50	—	—	hair colourant					totally transparent powder		
500mg	20	5.53	—	Coltapaste (1155 S & N)					523	0.695	0.38
100	26.65	—	—	zinc paste and coal tar bandage BPC					225	0.58	0.32
yrup	125mg/5ml			3½ in × 6yd	2206	2.37dz	—	0.28	undercover cream	136	0.51
100ml	1.40	—	—	Comet (848 Minnesota)					rouge	255	0.285
250/5ml				chiropody soap					sub tint	541	0.165
100ml	2.81	—	—						Covas (358 D&S)		
500mg/5ml				sponge & soap					injection (vet)	100ml	3.83
100ml	5.53	—	—						15ml	—	—
porin (518 Glaxo) TS				Complan (518 Glaxo) 11b					Cow and Gate (307 C & G)		
vial 250mg	5	1.40	—	Coprolax (397 Dunster)					dairy junior foods	6oz	0.93
500mg	5	2.70	—	capsules	200	2.275	—	3.41	(2dz)		
1g	5	5.28	—	Coralie's (564 H&N)					glucose	16oz	2.86
rtor (786 Macdonald)				Coralshine powder					(2doz)		
bandage crepe				complexion milk	4oz	—	0.44		low calcium	14oz	10.17
2in × 5yd	1.52dz	—	0.19		8oz	—	0.60		(2dz)		0.56½
2½ in × 5yd	1.84dz	—	0.22	creams					low lactose	14oz	10.17
3in × 5yd	2.19dz	—	0.26	skin food, cucumber,					(2dz)		0.56½
3½ in × 5yd	2.51dz	—	0.30	nourishing, special,					milk food		
4in × 5yd	2.93dz	—	0.33	bleaching, lilac	4oz	—	0.78		full cream	16oz	3.16dz
6in × 5yd	4.20dz	—	0.47		11b	—	2.26		half cream	16oz	3.16dz
bandage w.o.w.				hand lotions, astringent,	21b	—	3.82		humanized	16oz	3.16dz
1in × 4yd	0.26dz	—	0.03½	milky, summer	4oz	—	0.60		skimmed milk food	14½oz	3.77
2in × 4yd	0.42dz	—	0.05½		8oz	—	1.05		(2dz)		0.21
3in × 4yd	0.60dz	—	0.07	hardener					special half cream	20oz	6.63
4in × 4yd	0.76dz	—	0.10	healing balm					(2dz)		0.37
bandage triangular				Healthinale	5.3g	—	0.38		Cremalgin (117 BPL)		
unbleached				½oz	—	—	0.62		balm	25g	2.00
51in × 36in	1.29dz	—	—	1oz	—	—	1.06		(1½dz)		0.73
cellulose tissue	16oz	0.30	—	Healthinamel plain			0.45		50g	1.67	0.61
cellulose wadding	16oz	0.18	—	cream colours			0.55		(10/12dz)	(10/12dz)	—
cotton wool absorbent				introductory kit			1.36		old packs		
1oz	0.56dz	—	0.07	Klenza	4oz	—	0.50		Crinx (1155 S & N)		
2oz	0.95dz	—	0.11		11b	—	1.64		conforming bandage		
4oz	1.59dz	—	0.18½		21b	—	2.86		4yd × 2in	0.655dz	—
16oz	5.30dz	—	0.59				0.66		4yd × 3in	0.85dz	—
hospital quality	1oz	0.49dz	0.06	mannah 1 and 2			0.66		4yd × 4in	1.02dz	—
	2oz	0.79dz	0.09	nail grower			0.41		4yd × 6in	1.41dz	—
	4oz	1.29dz	0.15	Nail-o-vax			0.26		Crown (1073 Robinson)		
	8oz	2.44dz	0.28½	oil remover stain	1oz	—	0.41		corn caps	6	0.77dz
	16oz	4.10dz	0.46	Onox			0.38		wool felt (adhesive)	4680	0.902dz
gauge plain	1yd	0.86dz	0.11	restorer			1.27		NH5	4681	0.902dz
	3yd	1.89dz	0.23	Reville tissuetone	4oz	—	4.51		Crystapen G (518 Glaxo) TS		
	6yd	3.45dz	0.38	tip white	11b	—	0.41		tablets 250mg	100	0.92
	12yd	6.73dz	0.75	Vitanail			0.41		500	4.35	—
gauge ribbon				Correcto (950 Pegar)					Crystapen V (518 Glaxo) T5		
non-sterilised				feeding bottle					suspension		
½ in × 6yd	0.64dz	—	—	teats	0.19	—	0.27½		125mg/5ml		
1in × 6yd	0.77dz	—	—		1.13	—	0.07½		100ml	0.30	—
sterilised					(20)	—	—		125mg/5ml		
½ in × 6yd	0.70dz	—	—	Corega (1178 Stafford)					100ml	0.30	—
½ in × 12yd	1.15dz	—	—	denture powder	49g	1.93dz	—	0.23	250mg/5ml		
1in × 6yd	0.82dz	—	—	48g			—	D	100ml	0.55	—
1in × 12yd	1.36dz	—	—	Correx (1136 Silber)					250mg/5ml		
gauge swabs				developing tank	35mm	—	2.47		100ml	0.92	—
3in × 3in—8 ply	(5)	0.45dz	—	120			2.17		tablets 250mg	100	0.92
gauge tissue BPC	4oz	1.82dz	—	Cortacream (1155 S & N)					500	4.35	—
	16oz	6.24dz	—	bandage					1000	8.26	—
int boric	1oz	0.91dz	0.11½	3½ in × 1yd	03301	5.415dz	—	0.64	Culmak (332 Culmak)		
	2oz	1.59dz	0.18½	3½ in × 2yd	03300	6.685dz	0.79		shaving brushes		
	4oz	2.95dz	0.33	Cortisone (837 MSD)					Spartan	1.80dz	0.66dz
	16oz	10.65dz	1.15	acetate tablets 25mg 40					Junior	2.25dz	0.83dz
									Traveller	2.55dz	0.94dz



	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		
Chum	3·20dz	1·17dz	0·50	D.D.D. (359 DDD) (distributors economy)	366 Dendron	2·23dz	0·77dz	0·30	whitening cream	30cc	0·36	0·20	0·71
Senior	3·85dz	1·41dz	0·60	balm					Young and Lovely				
Saloon	5·50dz	2·02dz	0·86	Debs (1073 Robinson)					beauty lotion		0·34	0·19	0·71
Plus	5·15dz	1·88dz	0·80	cotton wool balls coloured	100	1·20dz	—	0·15	blusher		0·34	0·19	0·71
50/50	9·20dz	3·37dz	1·43	Decadron-75 (837 M5D)	30				cleansing grains		0·34	0·19	0·71
50/50 Traveller	9·95dz	3·65dz	1·55	tablets					clearing cream		0·34	0·19	0·71
Prince	10·90dz	4·00dz	1·70	Decortisyl (1087 Roussel) T5					compact powder		0·23	0·13	0·48
50/50 Mark II	14·80dz	5·43dz	2·30	tablets 5mg	100	0·42	—	—	face pads		0·34	0·19	0·71
No. 30	11·55dz	4·24dz	1·80	500	2·00	—	—	—	foundation cream		0·23	0·13	0·48
No. 40	15·75dz	5·78dz	2·45	Delta-Cortelan (S18 Glaxo) T5					heal and conceal stick		0·28	0·15	0·58
No. 55	20·75dz	7·61dz	3·23	tablets 5mg	100	0·42	—	—	lipstick		0·20	0·11	0·42
Sovereign	22·15dz	8·12dz	3·45	500	2·00	—	—	—	refining lotion		0·34	0·19	0·71
No. 84	28·60dz	10·49dz	4·45	Dencen (657 IL)		0·091	0·033	0·17	skin cleanser		0·34	0·19	0·71
No. 86	34·05dz	12·49dz	5·30	Dentinox (366 Dendron)									
Super	35·35dz	12·96dz	5·50	gel	1·49dz	0·52dz	0·22						
Cupal (333 Cupal)				liquid	1·49dz	0·52dz	0·22						
adult cough balsam	—	—	—	Dequadin (34 A & H)									
baby pain elixir	1·025dz	—	0·13½	lozenges 0·25 mg.	20	0·10	—	0·15					
child's pain & fever elixir	—	—	—	40	0·18	—	0·27						
linseed liq. compound	—	—	—	Dermacaine (830 Medo)									
lozenges 2k	0·575	—	—	ointment	15g	—	—	—					
mouth ulcer tablets † 15	0·91dz	—	0·12½	Dermaclear (29 Alfonal)									
Cutex (256 CPL)				cream	2·37	0·63	0·53						
lipsticks					(½ dz)	(½ dz)							
hot lips	2·53dz	1·30dz	0·40	Dexa-Rhinaspray (145B) T5									
Cuxson Gerrard (339 CG)				aerosol	9g	0·70	0·255	1·30½					
first aid outfits				Diafrutes (1333 WL)									
'handy pack'	A210	0·73	0·06	1·23dz	0·26dz	0·17							
R.A.C. car and home	A214	1·47	0·09	2·20									
		1·40	0·09	2·10									
'senior'		0·92	0·06	1·30									
'travel pack'													
CVK (Abbott) T5				Dicopin (289 Concept) †sDDI									
capsules 250mg	100	0·92	—	100	0·42	—	—						
	500	4·35	—	100	0·77	—	—						
	1000	8·26	—	Dicycne 500 (1531 Delandale)									
Filmtabs 250mg	25	0·27	—	tablets	60	4·06	—	—					
	100	0·92	—	Digespurin (1169 BG5)									
	500	4·35	—	antacid		0·10	—	0·15					
	1000	8·26	—	Disadine (1413 P & S)									
solution 125mg	100ml	0·30	—	Disadine (75 Avlex)									
250mg	100ml	0·55	—	Disbactric (1413 P & S)									
Cyclax (341 Cyclax)				Disbactric (75 Avlex)									
beauty pressed refill	—	—	0·63	Disbiotic (1413 P & S)									
puffs	—	—	0·17	Disbiotic (75 Avlex)									
bronzing lotion	—	—	0·96	Dispray (1413 P & S)									
confidence roll-on	—	—	0·74	Dispray (75 Avlex)									
aerosol	—	—	0·87	Dixor (379 Dixor)									
eyeshadow applicators	—	—	0·13	overnight cream		1·73dz	0·95dz	0·30					
Gay Chiffon	—	—	—	Do-Do (657 IL) †									
Joie de Vivre	—	—	—	linctus	100ml	2·40dz	—	0·30					
bath cubes	—	—	0·62	Domestos (382 Domestos)									
bath powder	—	—	1·11	regular		1·806	—	0·10½					
with puff	—	—	1·59			(1½ dz)							
bath salts	—	—	1·11	Dormel (1426 UN)									
hand lotion	—	—	0·87	feeders		—	—	0·14					
skin perfume	—	—	1·46	teats		—	—	0·04½					
spray mist	—	—	1·46	Dorothy Gray (385 DG)									
soap bath (1)	—	—	0·33	all weather balancer		0·39	0·21	0·81					
palm (3)	—	—	0·66	beauty cases	small	4·22	1·55	8·21					
lipsticks new range	—	—	0·72	large		7·10	2·60	13·79					
Nuit d'Or	—	—	—	colour swirls		0·74	0·41	1·54					
bath cubes	—	—	0·62	cream rouge		0·32	0·18	0·67					
bath powder	—	—	1·11	dry skin cleanser	55cc	0·39	0·21	0·81					
with puff	—	—	1·59		115cc	0·66	0·36	1·38					
hand lotion	—	—	0·87	extra rich night									
skin perfume	—	—	1·46	cream	30cc	0·41	0·23	0·86					
metered spray refill	—	—	1·46		55cc	0·68	0·37	1·42					
fluted spray	—	—	1·83		115cc	1·06	0·58	2·22					
spray mist	—	—	1·46	eye beauty cream	14cc	0·33	0·18	0·69					
soap bath (1)	—	—	0·33	eyebrow pencil		0·14	0·08	0·30					
palm (3)	—	—	0·66	eye make-up remover									
Sandalwood	—	—	—	12cc		0·20	0·11	0·42					
sunproof cream	—	—	0·87	face glossers		0·44	0·24	0·92					
Dalivit (930 P & B)				hand cream	tube	0·28	0·15	0·58					
capsules	100	0·53	—		55cc	0·33	0·18	0·69					
	500	1·75	—		115cc	0·51	0·28	1·07					
drops	15ml	0·22	—		200cc	0·79	0·43	1·65					
	100ml	0·90	—	lipsticks		0·30	0·17	0·63					
syrup	100ml	0·30	—	moisture tint		0·39	0·21	0·81					
	21	1·75	—	new masque frappe		0·33	0·18	0·69					
Dalton (348 Dalton)				orange flower skin lotion									
Sweet Relief		0·21	0·08	116cc		0·39	0·21	0·81					
Daltose (307 C & G) 16oz		4·97	—	290cc		0·78	0·43	1·64					
		(2dz)	0·27½	Perfemma		0·39	0·21	0·81					
Dapsodine (358 D&S) †s4B				handbag spray		0·15	0·08	0·31					
intramammary tubes 12	13·60dz	—	1·70	dry spray		0·36	0·20	0·75					
syringes 12	16·80dz	—	2·10	portrait make-up		0·39	0·21	0·81					
Daptazole (894 Nicholas)				quick cleanser	116cc	0·39	0·21	0·81					
injection 30 mg	6	1·69	—	roll-on deodorant/		0·30	0·17	0·63					
	25	6·09	—	antipersperant	55cc	0·39	0·21	0·81					
	150 mg	0·47	—	spray		0·39	0·21	0·81					
tablets 100mg	50	1·32	—	salon cold cream	55cc	0·39	0·21	0·81					
			1·98		115cc	0·66	0·36	1·38					
Dason (358 D&S)					200cc	0·90	0·50	1·89					
conditioner (vet.) 4oz	2·00dz	—	0·25	sensitive skin cream									
	21b	10·40dz	—	30cc		0·41	0·23	0·86					
shampoo (vet.)		1·85dz	0·82dz	55cc		0·68	0·37	1·42					
Dayfur M (358 D&S)				115cc		1·06	0·58	2·22					
intramammary syringes	16·80dz	—	2·10	skin colour corrector		0·39	0·21	0·81					
Day's (358 D&S)				skin diets		0·48	0·27	0·99					
antiseptic hand cream				soap	3½oz	0·18	0·07	0·35					
	110g	2·48dz	1·09dz	special dry skin mixture									
	4oz		—	30cc		0·41	0·23	0·86					
Driffeld oils	568ml	8·04dz	3·54dz	55cc		0·68	0·37	1·42					
	20oz		1·30	115cc		1·06	0·58	2·22					
etheric ammonia	8oz	3·71dz	1·64dz	30cc		0·39	0·21	0·81					
Red Drink	14lb	2·94	1·29	4oz		0·34	0·19	0·71					
	28lb	5·52	2·43	lotion		0·34	0·19	0·71					
white oils	20oz	8·04dz	3·54dz	oil		0·34	0·19	0·71					
			1·30	texture lotion	116cc	0·39	0·21	0·81					
				290cc		0·78	0·43	1·64					



	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
eye make-up remover	0.32	0.18	0.67	Miss Eylure				2 in x 3yd	4411	2.666dz	—
pads	0.61	0.34	1.27	bobby dazzlers, first				2½ in x 3yd	4412	3.261dz	—
eye shades	0.36	0.20	0.75	flutter, fluffies, moon-				3 in x 3yd	4413	3.85dz	—
eyeshadow cream	0.36	0.20	0.75	rakers, snip it yourself				4 in x 3yd	4414	4.961dz	—
stick	0.39	0.21	0.81	No. 2, ticklers, under-				6 in x 3yd	4479	7.344dz	—
face powder	0.39	0.21	0.81	lash, wispers	3.49dz	1.82dz	0.59	elastic plaster adhesive			
lipsticks	0.39	0.21	0.81	eye make up remover				1 in x 1yd	4550	0.738dz	—
liquid make-up	0.39	0.21	0.81	bottle	1.60dz	0.83dz	0.27	2 in x 1yd	4551	1.133dz	—
mascara block	0.34	0.19	0.71	pads	1.54dz	0.80dz	0.26	½ in x 3yd	4552	1.144dz	—
brush-on	0.53	0.29	1.10	face makers	5.49dz	2.87dz	0.93	1 in x 3yd	4553	1.595dz	—
refill	0.33	0.18	0.68	face savers	1.13dz	0.15dz	0.14	first aid strip dressings			
nail enamel pearl	0.30	0.17	0.63	Lashfix	1.18dz	0.62dz	0.20	1½ in x 1yd	4310	1.171dz	—
skin glossers	0.75	0.41	1.57	model eyes refill	1.00dz	0.52dz	0.17	2½ in x 1yd	4311	1.588dz	—
Elizabeth Arden (60 Arden)			0.70	nails self adhesive	5.26dz	2.75dz	0.89	3 in x 1yd	4312	1.833dz	—
gloss over	—	—	—	standard	4.67dz	2.44dz	0.79	first aid dressing			
Ile (325 C-A)			—	Nailfix	1.18dz	0.62dz	0.20	outfit "A"	4304	0.582	—
aerosol	48g	—	—	remover	1.65dz	0.86dz	0.28	"B"	4308	0.568	—
Isan Blue (418 E)†			—	nail varnish	2.30dz	1.20dz	0.39	pocket tins	4253	0.641dz	—
8 charges	3.38dz	—	0.37½	remover	1.42dz	0.74dz	0.24		4254	1.281dz	—
16 charges	4.95dz	—	0.55	roll on mascara	1.42dz	0.74dz	0.24	wound dressings flexible B.P.C.			
32 charges	8.32dz	—	0.92½	Shadowmate	3.25dz	1.70dz	0.55	1½ in x 2in	4260	0.452dz	—
troloxin (518 Glaxo) †s4B			—	Shadowpearl	1.77dz	0.93dz	0.30	2 in x 3in	4261	0.604dz	—
tablets 0.05mg	100	0.09	—	Superstick	4.08dz	2.13dz	0.69				
0.1mg	1000	0.75	—	eyelashes Miss Eylure	1.18dz	0.62dz	0.20	Flex-Straws (638 HIL)	100	0.10	—
	100	0.12	—	wash 'n wear	3.84dz	2.01dz	0.65	Flor de Blason (317 CS)			
	1000	1.00	—	Fair and Cool (525 Golden)	5.40dz	2.98dz	0.90	lotion		0.18	0.10
moform (1341 Willows)			—	blonding bleach kit				soap	large	2.08dz	0.76dz
moform (1335 Wigglesworth)			—	Falco-dyl (901 Norton) †				bath	3.60dz	1.32dz	0.60
motion (596 HR)			—	(distributors 1545 Vestric)							
bath creme	6803	—	2.25	500ml	0.60	—	—	Florineige (475 FG) existing entry			
dusting powder	6708	—	2.10	2l	2.20	—	—	Florineige (475 FG)			
eau de parfum	6501	—	3.00	FAPG (1584 Syntex)				bath crystals	666	2.50dz	1.37dz
refill	6502	—	2.10	cream base	500g	1.37	—	bubble bath	668	2.55dz	0.93dz
parfum	6612	—	8.50	Felice (76 Atkinson)				animal heads	251	2.38dz	0.87dz
parfum spray	6610	—	2.80	Fenjal (1113 S&B)				bear savings bank	133	2.86dz	1.04dz
soap (3)	6883	—	1.95	beauty soap Classic,				boot	262	2.61dz	1.25dz
talcum	6733	—	1.20	Fresh, Jasmine	2.40dz	0.875dz	0.34	clown savings			
mergen (1114 SEF)			—	Fennings (1534)				bank	141	2.86dz	1.04dz
rolls	(12)	1.24dz	0.12½	cooling powder's childrens				dog savings bank	138	2.60dz	0.95dz
nglate (894 Nicholas)			—	5	4.80	1.76	0.06	doll	673	2.52dz	0.92dz
syrup	200ml	0.44	0.66	(1 gross)	(1 gross)			mini lamp	253	3.40dz	0.06dz
tablets	50	0.44	0.66	9.00	3.30	0.06		piggy bank	130	2.55dz	0.93dz
ntroquin (312 AC) †DDI			—	(2 gross)	(2 gross)			face cloth	260	3.67dz	0.90dz
tablets	80	0.33	0.65	1.36dz	0.50dz	0.20		foam bath	670	1.20dz	0.44dz
pythrocin 500 (2 Abbott)TS			—	0.40dz	0.15dz	0.06		folkloric dolls	671	2.55dz	0.93dz
Filmtab	12	0.99	—	1.00dz	0.37dz	0.15		large	510	3.05dz	1.68dz
100	8.25	—	—	2.00dz	0.73dz	0.30		perfume		7.50dz	4.12dz
pythroped (2 Abbott) TS			—	1.36dz	0.50dz	0.20		Floralies coffret	1036	4.40dz	2.42dz
granules for suspension			—	original mixture				novelty animals	692	2.70dz	1.37dz
pro. infans	100ml	4.20dz	0.53	Ferosportyl (346 Dales)				poodles assorted	699	3.73dz	1.66dz
ucryl (430 Eucryl)			—	Fersamal (518 Glaxo)				springtime coffret	250	2.50dz	1.37dz
denture powder			—	syrup	200ml	0.22	0.30	soap (3)	261	3.85dz	1.41dz
tooth powder			—	Fields (839 Nicholas)				soap on a rope	263	1.86dz	0.68dz
smokers tooth powder			—	hair spray				Fluor-I-Strip (1601 Ayerst)			
uthymol 938 PD)			—	French Flowers				strips 100x2	2.50	—	—
toothpaste			—	perfume				200	2.50	—	—
			—	French Moss				Flurex (333 Cupal)	1.68dz	0.47dz	0.21
vergreen 80 (463 Fisons)			—	perfume				Focus (1242 Toni)			
50 sq yd	0.433	—	0.65	Fiesta (981 Picot)				hair highlight	1.37dz	0.72dz	0.22
100 sq yd	0.80	—	1.20	eau de toilette				Fogyl (346 Dales)			
welett (358 D&S)	100ml	2.16dz	0.35	spin-flo	10cc	2.05dz	1.13dz	Folex-350-C (1091 Rybar)			
3oz			—	perfume	miniature	2.87dz	1.58dz	tablets	50	3.00dz	—
weline (358 D&S)	100ml	1.24dz	0.20	1oz	4.97dz	2.735dz	0.85	500	1.32	—	0.37½
3oz			—	2oz	8.78dz	4.83dz	1.50	Folie (385 DG)			
Executive (845 GM)			—	3oz	15.80dz	8.69dz	2.70	bath oil	54cc	0.57	0.31
shavers			—	1oz	29.27dz	16.10dz	5.00	creamy skin perfume		0.52	0.29
Gemini		2.59	0.92	Firmo-Lift (60 Arden)				dusting powder	150g	0.53	0.29
Rascal		2.36	0.83	treatment lotion	204.57	—	1.85	flask	100g	0.32	0.18
x-Lax (440 Ex-Lax)			—	oil	210.55	—	1.60	hand and body lotion	100cc	0.57	0.31
laxative chocolate	6	0.63dz	0.23dz	Fisherman's Friend (771 LCPL)				perfume atomiser		1.95	1.07
18	1.40dz	0.51dz	0.20	throat & chest lozenges	0.85	0.31	0.08	refill	0.98	0.54	2.10
36	2.46dz	0.90dz	0.35	(1½dz)	(1½dz)			roulette	0.27	0.15	0.56
junior		0.70dz	0.255dz	Fisons (463 Fisons)				skin perfume	25cc	0.24	0.13
18	1.40dz	0.51dz	0.20	bone meal	carton	0.166	0.25	54cc	0.57	0.31	1.22
marid (441 Exrid)			—	7lb		0.30	0.45	108cc	0.93	0.51	1.97
kennel kleen	40oz	5.00dz	—	extra yeld	30 sq yd	0.22	0.33	spray mist aerosol		0.57	0.31
lotion	1gal	1.25	1.87½	75 sq yd		0.40	0.60	Frailac (307 C & G)	16oz	4.97	—
ointment	200ml	0.15	0.055	100 sq yd		0.34	0.51	(2dz)		—	0.27½
	40oz	0.60	0.22	50 sq yd		0.607	0.91	Freflo (1349 LW)			
	60g	1.31	0.48	100 sq yd		0.346	0.52	feeding bottles wide			
	(10/12dz)	(10/12dz)	0.25	lawn food		0.613	0.92	neck with teat			
ylure (443 Eylure) existing entry			—	autumn		0.153	0.23	high density polythene			
ylure (443 Eylure)			—	lawn sand	carton	0.24	0.36	4oz	1.15dz	—	0.15
brush on make up refills	1.24dz	0.64dz	0.21	moss killer	7lb	0.253	0.38	8oz	1.34dz	—	0.17
cosmetic brushes			—	7lb	0.406	—	0.61	8oz	2.00dz	—	0.25
blending brush	2.61dz	0.91dz	0.39	peats				heat resisting glass			
eyeliner brush	1.41dz	0.49dz	0.21	British moss		1.09	1.64	spare caps and discs			
eyeshadow brush	1.68dz	0.58dz	0.25	rose food	15	0.206	0.31	set of 1	0.29dz	—	0.04
eyeshadow applicator	1.34dz	0.47dz	0.20	30	0.34	—	0.51	set of 3	0.63dz	—	0.08
lip brush	1.74dz	0.61dz	0.26	60	0.607	—	0.91	teats (1)	0.52dz	—	0.06½
cosmetic pencil	0.83dz	0.43dz	0.14	300	2.63	—	3.95	teats (3)	1.48dz	—	0.17½
cosmetic sponge	1.14dz	0.40dz	0.17	Fix (1351 WLU)				teat cover	0.33dz	—	0.04
Disguise	5.85dz	3.06dz	0.99	hair conditioner		0.965dz	0.53dz	French of London (481 F&S)			
eyelashes			—					brush	2.80dz	1.54dz	0.46
natural daytime, almond			—	Flexoplast (1073 Robinson)				Bonne Idee	28g	1.15dz	0.635dz
eye, natural long trim,			—	surgery case	4300	0.538	—	First Choice	28g	1.15dz	0.635dz
short trim underlash,			—	refill	4301	0.379	—	French Buoyance	tube	1.43	0.785
sable two star, sable			—	doctors' set	4290	0.967	—	(3dz)	(3dz)	—	0.09
three star, sable four			—	refill	4291	0.871	—	shampoos cream			
star, Simplifeyes Nos			—	elastic bandage adhesive				French herb, lemon,			
1 and 2, ready trim			—	B.P.C. full spread				olive oil	sachet	1.45	0.53
close, spikey, spikey			—	1 in x 3yd	4400	1.584dz	—	57g	(3dz)	1.20dz	0.44dz
wings, standard close			—	2 in x 3yd	4401	2.666dz	—	112g	(3dz)	1.98dz	0.73dz
fashion lashes—see	5.26dz	2.75dz	0.89	2½ in x 3yd	4402	3.261dz	—	shampoos liquid			
through Nos 1 & 8			—	3 in x 3yd	4403	3.85dz	—	Bonne Sante, French herb,			
Nefertiti Nos 1 and 2	5.85dz	3.06dz	0.99	4 in x 3yd	4404	4.941dz	—	lemon, olive oil, plus			
total spikey and under-	6.44dz	3.37dz	1.09	6 in x 3yd	4465	7.334dz	—	egg, rum	sachet	1.45	0.53
lash	8.27dz	4.32dz	1.40	B.P.C. half spread				(3dz)	(3dz)	—	0.08
			—	2½ in x 3yd	4420	3.24dz	—	0.80dz	0.295dz	0.13	
			—	3 in x 3yd	4421	3.85dz	—				
			—	B.P.C. ventilated							
			—	1 in x 3yd	4410	1.584dz	—				



	Trade £·p	Tax £·p	Retail £·p
soap 110cc	1.98dz	0.73dz	0.33
spray set aerosol 72g	1.08dz	0.395dz	0.17
164g	3.26dz	1.795dz	0.60
385g	4.80dz	2.64dz	0.85
<b>Fresh &amp; Dry (172 BMCL)</b>			
blue and herbal aerosol 120g	0.223	0.123	0.42
165g	0.287	0.158	0.54
100g & 185g	—	—	D
<b>Fresh-sox (848 Minnesota)</b>			
deodorising insocks	2.55dz	0.35dz	0.35
<b>Frozoclone (365 Demuth)</b>			
(distributors 1377 R & A)	2.034dz	1.06dz	0.33
<b>Frozolavender (365 Demuth)</b>			
(distributors 1377 R & A)	2.034dz	1.06dz	0.33
<b>Gala of London (876 MP)</b>			
Barely There IGB8	2.74dz	1.505dz	0.49
Barely Frosted IGI2	2.74dz	1.505dz	0.49
Colour Up IGD8	3.19dz	1.755dz	0.57
eye liqui tints IGL6	2.46dz	1.355dz	0.44
Face Up IGD6	3.19dz	1.755dz	0.57
hand and body lotion IGH8	2.52dz	1.385dz	0.45
lipstick soft centre IGI9	3.08dz	1.695dz	0.55
locked in IGA3	2.52dz	1.385dz	0.45
liquid line IGI9	2.46dz	1.355dz	0.44
Look Natural IGC7	3.19dz	1.755dz	0.57
mascara liqui lash refill IGL7	2.46dz	1.355dz	0.44
shadow stick IGA7	2.46dz	1.355dz	0.44
Shape Up IGD7	3.19dz	1.755dz	0.57
Sheer Finish IGC8	1.79dz	0.985dz	0.32
Shine Up IGD9	3.19dz	1.755dz	0.57
talc puffer IGB1	1.96dz	1.08dz	0.35
<b>Galactomin (1249 Trufood)</b>			
formula 17 397g	7.21dz	—	0.76
formula 18 397g	7.21dz	—	0.76
<b>Gamgee (1073 Robinson)</b>			
tissue BPC 4oz	0.151	—	—
8oz	0.275	—	—
16oz	0.52	—	—
2oz	—	—	D
pink label 4oz	0.131	—	—
8oz	0.235	—	—
16oz	0.435	—	—
2oz	—	—	D
<b>Garlisol (135 TB)</b>			
tablets 42	1.41dz	0.51dz	0.22
150	3.82dz	1.51dz	0.60
250	5.80dz	2.12dz	0.91
500	10.50dz	3.85dz	1.64
1000	18.10dz	6.63dz	2.82
<b>Gayelord Hauser (29 Alfonal)</b>			
brewers yeast powder 1lb	3.40dz	—	0.42½
extra potency yeast tablets 100	1.92dz	—	0.24
calcium & vit D tablets 50	1.48dz	—	0.18½
skimmed milk powder			D
<b>Gefarnil (324 Crookes)</b>			
ampoules 1ml 6	0.47	—	—
capsules 100	3.835	—	—
<b>Genticin HC (187 B5)</b>			
ear drops	—	—	D
<b>Gestone (930 P &amp; B) † s4B</b>			
ampoules 10mg/1ml 10	0.31	—	—
25mg/ml 10	0.37	—	—
50mg/ml 10	0.45	—	—
100mg/2ml 10	0.60	—	—
packs of 6	—	—	D
<b>Gillette (514 Gillette)</b>			
Foamy shaving aerosol	2.19dz	0.77dz	0.32
regular 3.41dz	1.19dz	0.50	—
lemon/lime 2.19dz	0.77dz	0.32	—
<b>Glucagon (413 Lilly)</b>			
ampoules 10mg 1	4.71	—	7.06
<b>Golden Ostermilk (518 Glaxo)</b>			
1lb 3.30dz	—	—	0.31½
<b>Goya (532 Goya)</b>			
Cologne 0.166	0.095	0.34	—
stick 0.166	0.095	0.34	—
hand lotion 0.166	0.095	0.34	—
fragrance spray 0.255	0.14	0.52	—
perfume phial 0.166	0.095	0.34	—
spray set unperfumed 0.245	0.135	0.50	—
talcum 0.147	0.085	0.30	—
bubble bath soap	—	—	D
Cedar Wood 0.176	0.10	0.36	—
deodorant stick 0.242	0.09	0.45	—
foam shave 0.157	0.09	0.32	—
hair cream 0.22	0.12	0.45	—
spray 0.134	0.05	0.25	—
shave cream brushless 0.134	0.05	0.25	—
lather 0.301	0.11	0.56	—
shaving bowl 0.172	0.06	0.32	—
refill	—	—	D
<b>G.P.V. (489 Galen) T5</b>			
syrup 100ml	0.29	—	0.43½
tablets 100	0.92	—	1.38
500	4.35	—	6.52½
<b>Grasshopper (1169 BG5)</b>			
ear drops 2.16dz	—	—	0.25
<b>Green Velvet (596 HR)</b>			
dusting powder 5208	—	—	1.75
spray 5212	—	—	0.80
skin perfume 5002	—	—	1.15

	Trade £·p	Tax £·p	Retail £·p
<b>Griptight (1349 LW)</b>			
bottle brushes standard 0.54dz	—	—	0.07
de luxe with handle 0.96dz	—	—	0.12
feeding bottles narrow neck			
polythene with teat 0.88dz	—	—	0.11
heat resistant glass with teat			
1.20dz	—	—	0.15
spare glass 0.96dz	—	—	0.12
polycarbonate with teat 1.32dz	—	—	0.16½
pacifier American style 0.63dz	—	—	0.08
soothers			
cherry or straight 0.27dz	—	—	0.04
soother rattle 0.66dz	—	—	0.08½
teething pacifiers (2) 0.74dz	—	—	0.09½
teething ring soother 0.56dz	—	—	0.07½
teats narrow neck			
cherry or straight 0.30dz	—	—	0.04½
<b>Gucki (16 AGL)</b>			
35mm viewer	—	—	0.73
<b>Gypsona (1155 S&amp;N)</b>			
plaster of paris bandage			
2in x 3yd 5002T	0.93dz	—	0.11
3in x 3yd 5003T	1.185dz	—	0.14
4in x 3yd 5004T	1.48dz	—	0.17½
6in x 3yd 5006T	1.86dz	—	0.22
<b>Haemorex (333 Cupal)</b>			
shave foam 140g 1.475dz	0.49dz	—	0.24
<b>Hai Karate (1552 UL)</b>			
shave foam 140g 3.54dz	1.30dz	—	0.55
<b>Halina (1136 Silber)</b>			
cameras cine			
Super 8	—	—	16.97
Halina-matic outfit	—	—	25.37
cameras still			
Easy-matic	—	—	5.47
case	—	—	1.27
outfit	—	—	6.19
Easy-matic computer	—	—	7.97
case	—	—	1.27
outfit	—	—	8.69
300	—	—	10.97
Colour Pack	—	—	8.97
case	—	—	1.97
Paulette outfit	—	—	19.95
Paulette electric	—	—	2.47
case	—	—	23.77
outfit	—	—	7.97
Simplette Auso EE	—	—	1.97
case	—	—	1.47
Simplette F case	—	—	19.95
projector	—	—	—
Halina-matic 300	—	—	19.95
viewers	—	—	—
Ambassador	—	—	1.47
Paramount	—	—	2.97
Table	—	—	1.97
<b>Hanson (822 McEwan) existing entry</b>			D
<b>Hanson (1600 NM)</b>			I
scales 5K65	—	—	1.95
5K9422	—	—	2.25
SK988	—	—	2.45
5K940	—	—	2.95
5K105	—	—	3.95
happy line 5K705/06/07/08/09/10	—	—	2.95
<b>Harmogen (2 Abbott) † s4B</b>			
tablets 100	3.00	—	—
<b>Harvester (211 Butler)</b>			
malt and oil 1lb	2.04dz	—	—
2lb	3.84dz	—	—
<b>Hazol-P (34 A &amp; H)</b>			D
<b>Heaven Sent (596 HR)</b>			
bath cubes (6) 4321	—	—	0.75
bath essence 4303	—	—	1.25
dusting powder 4233	—	—	0.90
4208	—	—	1.80
spray bottle 4212	—	—	0.80
hand lotion 4344	—	—	0.85
perfume spray mist 4013	—	—	1.25
perfume stroke-on 4130	—	—	1.25
skin perfume 4023	—	—	1.20
spray 4002	—	—	1.15
4022	—	—	2.20
soap complexion (3) 4333	—	—	0.90
bath (3) 4336	—	—	1.35
splash Cologne 4056	—	—	1.15
traveller 4477	—	—	1.75
<b>Helanca (903 NPU)</b>			
pants standard 0.25	0.03½	—	0.41
large 0.265	0.04	—	0.44
<b>Helena Rubinstein (596 HR)</b>			
anti-wrinkle lotion 0304	—	—	1.35
0308	—	—	2.15
automatic sable tip brush 1620	—	—	0.80
beauty overnight cream			
0201	—	—	1.05
0202	—	—	1.70
beauty sun fluid 2854	—	—	0.95
Contour-Lift film 0662	—	—	2.20
deep cleanser 0125	—	—	0.95
0127	—	—	1.45
deodorant roll-dry 2402	—	—	0.75
eyelash adhesive 1779	—	—	0.48
hand delight 2216	—	—	0.90
herbal skin tonic 0315	—	—	0.90
0318	—	—	1.45
Herbessence 1134	—	—	2.10
1138	—	—	3.45
le lipstick 1608	—	—	0.80

mascara remover pads	1742	—	—	0.75
minute eye make-up				
brush-on brow		—	—	1.00
brush-on shadow		—	—	1.10
duo		—	—	1.30
cake liner duo		—	—	1.40
circle cream		—	—	1.10
fineline pencil		—	—	0.90
Long Lash mascara		—	—	1.15
refill		—	—	0.70
brush-on		—	—	1.15
refill		—	—	0.70
pasteurized cream	0104	—	—	1.40
refining lotion	0322	—	—	0.80
	0324	—	—	1.30
shampoo				
blonde tone	8542	—	—	0.65
brunette tone	8552	—	—	0.65
silk sheen	8512	—	—	0.55
silver tone	8522	—	—	0.60
Silk Fashion				
blusher stick	1841	—	—	1.50
bronzer stick	1851	—	—	1.50
cover fluid	1322	—	—	0.95
face powder	1255	—	—	0.90
lipstick	1605	—	—	0.65
liquid make-up	1305	—	—	0.85
make-up stick	1351	—	—	1.50
minute make-up	1225	—	—	0.90
	1227	—	—	0.60
special	1245	—	—	0.90
	1247	—	—	0.60
refills	1226	—	—	0.40
skin balance				
cleaner	0534	—	—	1.25
granules	0564	—	—	1.00
masque	0551	—	—	0.75
normaliser	0522	—	—	1.75
toner	0544	—	—	1.20
skin clearing cream				
	0611	—	—	1.05
snow lotion	1434	—	—	0.95
5day-long spray	8537/9	—	—	0.85
sun tan oil	2805	—	—	0.75
sun tonic	2843	—	—	0.95
tan in a minute	2834	—	—	0.95
Town and Country				
	1451/61	—	—	0.95
Ultra Feminine oil	0462	—	—	3.35
cream	0452	—	—	3.35
vitamin nail food	2290	—	—	0.85
washing grains	0672	—	—	0.85
Hemolac (307 C & G)	16oz	3.16dz	—	0.30
Hemrids (1599 Winthrop)				
Himaizol (1249 Trufood)	454g	8.16dz	—	0.86
Hiprex (1061 Riker)				
tablets	100	2.00	0.73	—
Histantin (208 BW)				
cream				
Horlicks (103 Beecham) existing entry				
Horlicks (103 Beecham) 12 case rate				
	1lb	1.175dz	—	0.12
	1½lb	1.96dz	—	0.21
	1lb	3.365dz	—	0.36
	3lb	9.05dz	—	0.97½
	5lb	1.245	—	—
	10lb	2.45	—	—
chocolate flavoured	6oz	1.57dz	—	0.16½
	12oz	2.85dz	—	0.30
	5lb	1.245	—	—
Huskolein (358 D & S)				
	500ml	7.43dz	3.26dz	1.20
	20oz	—	—	—
Hydrocortone (837 M5D) T5				
cream non greasy				
0.5%	15g	—	—	—
1%	15g	0.21	—	—
Hypon (218 Calmic) †DDI				
tablets	50	0.20	0.075	0.37
	125	0.43	0.16	0.79
	300	1.00	—	—
	600	1.85	—	—
Ichthopaste (1155 S&N)				
zinc and ichthammol				
bandage BPC 3½in x 6yd	2506	2.37dz	—	0.28
Imprevu (301 Coty)				
bath cubes	273.09	0.37	0.205	0.80
Cologne perfume	261.09	0.51	0.28	1.10
	259.09	0.765	0.42	1.65
	260.09	0.815	0.45	1.75
dusting powder	233.09	0.975	0.54	2.10
emollient bath oil	373.09	0.72	0.395	1.55
hair spray	940.09	0.44	0.24	0.95
hand lotion	278.09	0.44	0.24	0.95
mist	289.09	0.815	0.45	1.75
parfum de toilette				
	222.09	0.765	0.42	1.65
spray	232.09	1.395	0.77	3.00
perfume	113.09	1.115	0.61	2.40
	122.09	1.835	1.01	3.95
	142.09	2.905	1.60	6.25
	162.09	4.88	2.68	10.50
spray	112.09	1.395	0.77	3.00
cream sachet	264.09	0.695	0.38	1.50
pulse perfume	114.09	0.72	0.395	1.55
skin perfume	258.09	0.72	0.395	1.55



		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		
soap (1)	282.09	0.20	0.075	0.35	Jubol (346 Dales)				D	Levington (463 Fisons)				
talcum	268.09	0.44	0.24	0.95	Juno Junipah (312 AC)					compost	handy	0.166	—	0.16
	357.09	0.325	0.18	0.70	salts 150g	0.124	0.045	0.21		economy	large	0.313	—	0.47
nco (1073 Robinson)					Kalium Durules (68 Astra)	0.30	—	—		giant	1.30	—	1.02	1.96
garments	size 1	0.48	0.066	—	tablets 100	1.38	—	—	D	Lextron Ferrous (413 Lilly)				
	size 2	0.485	0.067	—	500	—	—	—		Pulvules	84	0.35	—	0.53
	size 3	0.52	0.072	—	Koomix (162 Bragg)					Lidothesin (970 PM)				
	size 4	0.53	0.073	—	Kaomycin (1263 Upjohn) TS					solutions plain or with				
	size 5	0.54	0.074	—	150ml	0.58	—	—		adrenaline				
pads	10	0.305	—	—	500ml	1.82	—	—		injection vial ½%, 1% or 2%				
roll		3.50	—	—	Keflex (413 Lilly)					20ml	1.00	—	—	
tissues standard	200	0.515	—	—	Pulvules 250mg	13.50	—	20.25		50ml	2.00	—	—	
large	100	0.515	—	—	tablets 500mg	5.53	—	8.30		ampoules				
infacare (1055 RM)					Kerofil (695 TK)					2ml	10 x 10	1.95	—	—
baby bath	220cc	2.75dz	1.01dz	0.39	lozenges	28	0.10	0.035	0.19	5ml	10 x 10	3.38	—	—
motyol (346 Dales)					K.H.3. (1490 IAPS) †					10ml	10 x 10	5.70	—	—
powder	180g	3.12dz	1.14dz	0.48	capsules	30	1.42	0.52	2.65	20ml	5	0.85	—	—
	120g	—	—	—	Kia-Ora (1109 Schweppes)					1.5% plain 25ml	5	0.88	—	—
stant Postum (304 Costa)					low calorie orange or					cartridge 2ml	100	2.07	—	—
si (16 AGL)					lemon	20oz	0.92dz	0.20dz	0.12	topical 4% 25ml	12	2.26	—	—
flash guns K & M		—	—	2.67½	Kinx (1073 Robinson)					gel 1% & 2% antiseptic	15ml	0.14	—	—
CK & CM		—	—	2.79½	mini	2.75	—	—		Lignostab (147 Boots)				
so (16 AGL)		—	—	2.42½	maxi	3.865	—	—		cartridges 2.2ml	50	1.05	—	—
flash gun		—	—	—		(3 dz)	—	—		box of 500	8.82	—	—	
So-Gel (34 A & H)					Knights (756 Lever)					Lignostab-A (147 Boots) †S4B				
	200g	0.39	0.15	0.67	castile soap	3.025	1.068	0.06½		cartridges 2.2ml	50	1.05	—	—
	2kg	3.00	1.10	5.10	small	(6dz)	—	—		500	8.82	—	—	
so-Pak (16 AGL)					large	3.111	1.098	0.10		Lignostab-A '100' (147 Boots) †S4B				
camera outfit		—	—	5.95	family	(4dz)	0.739	0.13½		cartridges 2.2ml	50	1.05	—	—
lady set		—	—	8.41½	old packs	2.095	—	—	D	box of 500	8.82	—	—	
C camera outfit		—	—	7.45½	Kodak (711 Kodak)					Lignostab-N (147 Boots) †S4B				
lady set		—	—	9.35	Instamatic "33"	—	—	—		cartridges 2.2ml	50	1.05	—	—
Ci camera outfit		—	—	9.83½	Instamatic colour outfit	2.125	1.17	4.44		box of 500	8.82	—	—	
cases		—	—	1.43½	133X	4.49	2.35	9.11		Lilies of the Valley in Bloom (981 Picot)				
ait (162 Bragg)					233X	6.64	3.53	13.60		eau de toilette	10cc	2.05dz	1.13dz	0.35
ap's (660 Jaap)					Kolanticon (838 Merrell)					spin-flo	miniature	2.87dz	1.58dz	0.49
essence of rennet	2½oz	0.65dz	—	0.07½	wafers	100	0.94	—		perfume	½oz	4.97dz	2.735dz	0.85
	6oz	1.12dz	—	0.12½	Kolantyl (838 Merrell)					½oz	8.78dz	4.83dz	1.50	
health salts	5oz	1.08dz	0.39dz	0.15	tablets	packs of 240			D	1oz	29.27dz	16.10dz	5.00	
	8oz	1.53dz	0.56dz	0.21	Lacidac (307 C & G)					Linden Voss (261 Christy) existing entry				D
ean Sorelle (669 Sorelle)					half cream	12oz	5.20	—	0.29	Linden Voss (261 Christy)				
bath salts										anti-perspirant aerosol	8.03dz	2.94dz	1.25	
posy holder	1034	2.25dz	1.24dz	0.38	Lactagol (912 O)					cream	6.75dz	2.475dz	1.05	
bubble bath					tablets	60	1.60dz	0.58Sdz	0.24	roll-on	6.75dz	2.475dz	1.05	
Eastern bird	1006	2.60dz	0.95dz	0.40	500	0.99	—	—		Liquifruta (1102 Sanitas)				
sitting or lying doll	933	3.45dz	1.465dz	0.53	Lady Manhattan (893 Nicholas)					108cc	1.48dz	0.545dz	0.21	
spiral bottle	71	1.95dz	0.716dz	0.30	bath cubes	273.20	0.24	0.13	0.50	330cc	2.75dz	1.01dz	0.39	
glass cotton wool bowl					creme perfume roll-on					108cc	1.62dz	0.595dz	0.23	
Marinabad bath gel	1011	4.20dz	1.54dz	0.65	perfume 10cc					330cc	3.17dz	1.16dz	0.45	
novelty range					soap					108cc	1.62dz	0.595dz	0.23	
children's set	304	3.90dz	1.07dz	0.58	splash Cologne				D	330cc	3.17dz	1.16dz	0.45	
dippy duck floating soap					L'Aimant (301 Coty)					capsules †	1.575dz	—	0.17½	
dish with soap	5080	4.50dz	1.68dz	0.70	bath cubes	273.20	0.24	0.13	0.50	pastilles	1.165dz	0.425dz	0.18	
donkey with soap lemons					creamyskin	2058	0.645	0.35	1.35	Liquinure (463 Fisons)				
	414	6.45dz	2.365dz	1.00	perfume	319.20	0.645	0.35	1.35	7½oz	0.10	—	0.15	
globe with soap	420	4.80dz	1.76dz	0.75	creme de parfum	319.20	0.645	0.35	1.35	15½oz	0.173	—	0.26	
guardsman	409	2.75dz	1.005dz	0.43	dusting powder de luxe	348.20	0.835	0.46	1.75	½gal	0.64	—	0.96	
Hector's house	300	1.25dz	0.45dz	0.19	refill	203.51	0.445	0.25	0.95	1gal	1.06	—	1.60	
herbal soap	403	5.80dz	2.125dz	0.90	eau de Cologne	155.20	0.455	0.25	0.95	5gal	3.30	—	4.95	
policeman	408	2.75dz	1.005dz	0.43	face powder	050	0.335	0.18	0.70	Locasol (1249 Trufood)				
shades of pink hanger					hand lotion	2078	0.36	0.20	0.75	397g	6.45dz	—	0.68	
	93	1.55dz	0.73dz	0.25	parfume de bain	375.20	0.175	0.06	0.30	L'Oreal (525 Golden)				
gift set	95	3.10dz	1.42dz	0.50	parfum de toilette					bleach	1.92dz	1.06dz	0.32	
sitting or lying doll	418	3.40dz	1.245dz	0.53	spray	232.20	1.22	0.67	2.55	L'Origen (301 Coty)				D
soap palette	406	4.10dz	1.50dz	0.63	perfume	120.20	0.43	0.235	0.90	Lotus (903 NPU) existing entry				D
travel soap	308	1.10dz	0.396dz	0.17		121.20	1.67	0.92	3.50	Lotus (903 NPU)				
elonet (1155 S&N)					mist	141.20	2.63	1.445	5.50	bath crystals	0.585dz	0.325dz	0.10	
paraffin gauze dressing BPC					pulse perfume	114.20	0.645	0.35	1.35	bath cubes (6)	0.645dz	0.355dz	0.11	
36×3½×3½in interleaved					soap toilet (1)	2082	0.175	0.06	0.30	bath salts	0.975dz	0.54dz	0.16½	
	J1	3.30dz	—	0.39	bath	2081	0.235	0.09	0.40	bubble bath	1.62dz	0.595dz	0.25	
8yd×3½in strip	J2	4.905dz	—	0.58	hand	282.20	0.175	0.06	0.30	cleansing cream	26g	0.88dz	0.485dz	0.15
36×3½×3½in	J4	3.13dz	—	0.37	solid fragrance	2020	0.43	0.235	0.90	112g	1.29dz	0.71dz	0.22	
10×3½×3½in	J6	1.86dz	—	0.22	splash Cologne	261.20	0.455	0.25	0.95	84g	1.44dz	0.795dz	0.24½	
10×2 piece 4×4in	J7	5.835dz	—	0.69	talcum	357.20	0.265	0.15	0.55	feminine	1.745dz	0.96dz	0.29½	
ergens (261 Christy)	6oz				2066	0.36	0.20	0.75	roll-on	56cc	1.17dz	0.645dz	0.20	
ohnsons (672 Johnson)					Lanalem (903 NPU)					142g	1.34dz	0.74dz	0.23	
cotton wool hospital					shampoo's					340g	2.35dz	1.295dz	0.40	
	16oz	8.195	—	0.45	lemon cream, lemon					255cc	1.17dz	0.645dz	0.20	
baby cotton buds	20	0.64dz	—	0.08	liquid, medicated,					hand lotion	1.03dz	0.57dz	0.18	
	60	1.60dz	—	0.20	olive oil					nail polish remover				
	100	2.16dz	—	0.27	sachets	0.96	0.355	0.05		shampoo's				
cream jar	45g	1.593dz	0.876dz	0.27	lemon liquid	(3dz)	0.355	0.05		cream, egg & lemon,				
	100g	2.724dz	1.498dz	0.46	lemon cream	1.20dz	0.44dz	0.19		family, herb, protein				
tube	34g	1.111dz	0.611dz	0.15	medicated	1.45dz	0.54dz	0.22½		255cc	0.96dz	0.355dz	0.15	
lotion	120cc	1.553dz	0.854dz	0.28	olive oil	1.20dz	0.44dz	0.19		165g	0.88dz	0.485dz	0.15	
	205cc	2.255dz	1.24dz	0.36	Lederkyn (746 Lederle)					250g	1.07dz	0.59dz	0.18	
nappy liners	285cc	2.836dz	1.56dz	0.47	suspension	50ml	0.19	0.105	0.40	440g	1.28dz	0.705dz	0.22	
	25	1.28dz	—	0.16	Leichner (749 Leichner)					Lucozade (103 Beecham) existing entry				D
	50	2.32dz	—	0.29	creative brushes	No. 2	—	—	0.50	Lucozade (103 Beecham) 12 case rate				
	100	4.116dz	—	0.49	No. 5	—	—	—	0.60	small	1.255	0.20	0.08*	
oil	200	7.74dz	—	0.92	No. 6	—	—	—	0.60	(2dz)	(2dz)			
	135cc	1.553dz	0.854dz	0.26	Kamera Klear					large	*Includes 0.015 for container			
	210cc	2.255dz	1.24dz	0.37	face powder						*Includes 0.025 for container			
powder	99g	1.07dz	0.391dz	0.16	nail gloss									
	227g	1.878dz	0.688dz	0.28	Leucodinin (1521 Pharm Dis)									
shampoo	economy	2.335dz	0.856dz	0.35	ointment	1oz	9.92dz	3.80dz	1.49					
bottle	sachet	0.384dz	0.14dz	0.06										
soap	85cc	1.562dz	0.573dz	0.24										
		0.53dz	0.195dz	0.07½										
baby gel		0.805dz	0.295dz	0.11½										
oyel (317CS)		1.65dz	0.91dz	0.27										
Cologne	1½oz	0.72	0.395	1.32										
	3½oz	1.32	0.725	3.00										
perfume	1/7oz	0.72	0.395	1.62										
	½oz	1.38	0.76	3.12										
	½oz	2.20	1.21	5.00										



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		
sponge bags	161	0.57dz	0.32dz	0.09½	Menopax (894 Nicholas) †s4B	0.22	0.08	0.41	Natural Wonder (1052 Revlon)	—	—	1.45	
	162	0.57dz	0.32dz	0.09½	cream	20g	0.09	0.46½	eye make-up kit	—	—	—	
	163	0.94dz	0.51dz	0.16	tablets	60	0.24	0.36	Nembu-Donnal (2 Abbott)	—	—	—	
	164	1.09dz	0.60dz	0.19	forte	60	—	—	Neobacrin (518 Glaxo) T5	—	—	—	
	165	0.57dz	0.32dz	0.09½	Mentholatum (836 Mentholatum)	0.58dz	0.21dz	0.08½	ointment	3.5g	0.08	—	
sponge bags	167	1.24dz	0.68dz	0.21	balm	tin	1.35dz	0.50dz	0.20	15g	0.18	—	
	168	2.01dz	1.10dz	0.34	jar	1.35dz	0.50dz	0.20	Neo-Cytamen (518 Glaxo)	—	—	—	
	169	1.11dz	0.85dz	0.19	tube	1.75dz	0.64dz	0.26	ampoules	250µl	0.12	—	
Marmite (152 Bovril)	2oz	0.95dz	—	0.09½	deep heat rub	2.50dz	0.915dz	0.37	1000µl	1ml x 5	0.24	—	
	4oz	1.64dz	—	0.16½	Staunch pads	3.25dz	1.19dz	0.47	1ml x 5	—	—	—	
	8oz	2.86dz	—	0.29	Merocet (838 Merrell)	1.38dz	0.51dz	0.20	1ml x 6	—	—	—	
	16oz	5.34dz	—	0.54½	solution	100ml	0.12	—	Neo-Mercazole (187 B5)	—	—	—	
Mary Quant (876 MP)	—	—	—	—	4oz	—	—	—	tablets	100	0.65	—	
eyelashes	—	—	—	—	Metharbital (2 Abbott)	—	—	—	500	2.78	—	0.97½	
Fluffs	7.00dz	3.85dz	1.25	—	Midnight (385 DG)	—	—	—	Nestle (451 F & J)	—	—	—	
Masumi (301 Coty)	—	—	—	—	bath essence	intro	0.23	0.13	Wisp-Comb	2.19dz	1.205dz	0.37½	
bath cubes 6	273-25	0.44	0.24	0.95	25cc	0.34	0.19	0.71	Nestosyl (115 Bengue)	—	—	—	
Cologne	161-25	0.555	0.31	1.20	54cc	0.57	0.31	1.18	suppositories	—	—	—	
	259-25	0.815	0.45	1.75	dusting powder	flask	0.32	0.18	Neutradonna (187 B5) †s7	—	—	—	
	263-25	1.09	0.60	2.35	drum	0.57	0.31	1.18	powder	25g	0.11	—	
spray	265-25	0.695	0.38	1.50	hand and body lotion	0.34	0.19	0.71	100g	0.30	—	0.16½	
dusting powder	233-25	1.51	0.83	3.25	perfume	0.53	0.29	1.11	120	0.70	—	1.05	
refill	234-25	0.65	0.36	1.40	roulette	1.42	0.78	2.98	Neutradonna Sed (187 B5) †s4A	—	—	—	
hand & body lotion	—	—	—	—	skin perfume	0.27	0.15	0.56	powder	100g	0.48	—	
	278-25	0.49	0.27	1.05	intro	0.23	0.13	0.48	tablets	50	0.34	—	
perfume	petite	0.51	0.28	1.10	25cc	0.34	0.19	0.71	60	—	—	—	
	113-25	1.21	0.665	2.60	108cc	0.92	0.51	1.94	New Kil (154 Fisons)	—	—	—	
	119-25	1.97	1.085	4.25	175cc	1.20	0.66	2.52	aerosol	small	0.187	—	
	139-25	3.135	1.72	6.75	spray mist aerosol	0.57	0.31	1.18	large	0.287	—	0.28	
	159-25	5.11	2.81	11.00	Milton (1055 RM)	—	—	—	display stand	No. 1	38.37	—	
spray	112-15	1.465	0.81	3.15	(distributors 1556 Farillon)	—	—	—	No. 2	19.71	11.95	—	
pulse perfume	114-25	0.765	0.42	1.65	denture powder	small	1.06dz	0.39dz	0.15	nail clippers	—	—	—
skin perfume creamy	—	0.765	0.42	1.65	large	1.62dz	0.59dz	0.23	9.9cm	N4/5	9.20dz	—	
soap (1)	282-25	0.23	0.085	0.40	Milton (1055 RM)	—	—	—	11.0cm	N4/M	11.25dz	—	
talcum	357-25	0.35	0.195	0.75	sterilising unit	0.595	0.085	0.88	12.0cm	N4/L	13.70dz	—	
	268-25	0.49	0.27	1.05	Milton-Aid (1055 RM)	—	—	—	nail files 4in	N2/4	1.40dz	0.77dz	
Maws (810 Maw)	—	—	—	—	(distributors 1556 Farillon)	—	—	—	5in	N2/5	1.60dz	0.88dz	
Nursery Products	—	—	—	—	Mimette (1413 P & S)	—	—	—	6in	N2/6	1.95dz	1.07dz	
simpla teats	0.59dz	—	0.07	—	Mimette (75 Avlex)	—	—	—	7in	N2/7	—	0.34	
Proprietaries	—	—	—	—	Mimospray (1413 P & S)	—	—	—	scissors hot forged	N13/N	5.00dz	0.68dz	
junior antiseptic cream	1.23dz	0.45dz	0.20	—	Mimospray (75 Avlex)	—	—	—	straight nail	N13/C	5.00dz	0.68dz	
Max Factor (813 MF)	—	—	—	—	Minadex (518 Glaxo)	—	—	—	straight cuticle	N14/N	5.00dz	1.83dz	
California face glossers	0.242	0.126	0.49	—	syrup	200ml	0.16	—	bent nail	N14/C	5.00dz	1.83dz	
Maybelline (1377 R & A)	—	—	—	—	400ml	0.29	—	0.40	bent cuticle	N14/C	5.00dz	1.83dz	
eyebrow pencil automatic	3.00dz	1.57dz	0.50	—	2l	0.90	—	—	super quality	—	—	—	
eye gloss pearly	1.68dz	0.88dz	0.28	—	Minalka (255 Chembro)	—	—	—	straight nail	N8/N	10.20dz	1.40dz	
eyelash curler	4.80dz	2.51dz	0.80	—	diet supplement tablets	360	19.44	6.96	straight cuticle	N8/C	10.20dz	1.40dz	
eyeliner cake	1.08dz	0.56dz	0.18	—	360	(2dz)	(2dz)	1.50	bent nail	N9/N	10.20dz	3.74dz	
fluid	1.80dz	0.94dz	0.30	—	Miners (876 MP)	—	—	—	bent cuticle	N9/C	10.20dz	3.74dz	
eyeliner pencil automatic	—	—	—	—	eyelashes	—	—	—	twoezers	—	—	—	
refills	1.38dz	0.72dz	0.23	—	flighty, lower, sweepers,	—	—	—	pointed	N3/P	2.10dz	1.15dz	
iridescent pencil	1.38dz	0.72dz	0.23	—	swish lash	3.31dz	1.82dz	0.57	straight	N3/S	2.10dz	1.15dz	
eye shadow trio	2.22dz	1.16dz	0.37	—	eye shadow applicator	—	—	—	oblique	N3/A	2.10dz	1.15dz	
brush	1.50dz	0.78dz	0.25	—	3G89	1.32dz	0.725dz	0.20	assorted	N3/A55	—	—	
applicator	1.02dz	0.53dz	0.17	—	3G87	1.55dz	0.855dz	0.25	Nikini (1073 Robinson)	—	—	—	
mascara cake	1.08dz	0.56dz	0.18	—	3G86	1.12dz	0.615dz	0.18	sanitary garment	pink	4.381dz	0.602dz	
mascara magic	2.10dz	1.10dz	0.35	—	lipstick small	3JD5	0.75dz	0.415dz	white	12	3.002dz	0.412dz	
refill	1.50dz	0.78dz	0.25	—	swivel	3JD6	1.39dz	0.765dz	(4dz)	—	0.37	—	
remover	1.38dz	0.72dz	0.23	—	nail lacquer	—	0.87dz	0.48dz	0.15	Niknax (519 Global)	—	—	—
Ultra Lash	2.10dz	1.10dz	0.35	—	frosted	—	1.45dz	0.80dz	0.25	tights	—	—	—
refill	1.50dz	0.78dz	0.25	—	Mini Sax (430 Eucryl)	—	—	—	Miss Niknax	—	—	—	
Mayflower (662 EJ)	—	—	—	—	tablets	200	0.68dz	—	0.08½	Nivea (1164 55L)	—	—	—
pastilles	—	—	—	—	Monsieur Worth (1350 Worth)	—	—	—	1.25	after sun soother	1509	2.372dz	1.254dz
blackcurrant and	—	—	—	—	soap	4½oz	—	—	—	sun milk jumbo	1503	4.891dz	2.558dz
glycerine	1oz	0.55dz	0.11dz	0.07½	Morny (862 Morny)	—	—	—	—	Noa Noa (596 HR)	—	—	—
bronchial cough	1oz	0.50dz	0.17dz	0.07½	Parsley soap 2	—	—	—	—	dusting powder drum	—	—	—
catarrh	1oz	0.50dz	0.17dz	0.07½	talc	110g	—	—	—	7208	—	—	1.80
children's cough	1oz	0.50dz	0.17dz	0.07½	Rupert soap 2	—	—	—	—	7233	—	—	1.00
glycerine, lemon &	—	—	—	—	talc	110g	—	—	—	7002	—	—	1.45
honey	1oz	0.55dz	0.11dz	0.07½	Motival (1176 Squibb) †s4B	—	—	—	—	Nonad tulle (34 A&H)	—	—	—
glycerin of thymol BP	1oz	0.67dz	—	0.07½	tablets	100	1.68	—	—	4in x 8yd strip	—	—	—
Meggeson (1333 WL)	—	—	—	—	Muffin (289 Concept) †	—	—	—	—	Norflex (1061 Riker) †s4B	—	—	—
dyspepsia tablets	50	1.00dz	0.35dz	0.15	syrup	100ml	0.30	—	—	tablets	packs of 500	—	—
	150	2.05dz	0.71dz	0.32	Muguet (301 Coty)	—	—	—	—	heating pad	—	—	5.45
pastilles	—	—	—	—	creamy skin perfume	—	—	—	—	overblankets	—	—	—
Gees linctus DDI	50g	0.80dz	—	0.10	332.60	0.525	0.29	1.10	—	single 81 x 58	—	—	12.95
glycerine & blackcurrant	50g	0.97dz	0.20dz	0.14	dusting powder	341.60	0.81	0.445	1.70	double 81 x 72	—	—	15.45
	50g	0.97dz	0.20dz	0.14	eau de Cologne	160.60	0.595	0.33	1.25	dual 81 x 72	—	—	17.95
glycerine, lemon & honey	50g	0.97dz	0.20dz	0.14	flacon mist	223.60	0.645	0.35	1.35	underblankets	—	—	—
menthol & eucalyptus	50g	0.92dz	0.32dz	0.14	hand lotion	278.60	0.31	0.17	0.65	standard single 50 x 25	—	—	5.75
sore throat lozenges	—	—	—	—	parfum de toilette	231.60	0.645	0.35	1.35	standard double 50 x 45	—	—	7.45
Meggezones (1333 WL)	—	—	—	—	perfume	230.60	1.025	0.56	2.15	de luxe single 60 x 30	—	—	7.75
pastilles	—	—	—	—	spray	111.60	1.315	0.72	2.75	double 60 x 48	—	—	9.95
junior	—	—	—	—	concentrate	145.60	0.98	0.54	2.05	Norton (900 Norton)	—	—	—
mini pastilles	—	—	—	—	refresher	255.60	0.905	0.49	1.85	gift sets	—	—	—
Megimide (894 Nicholas)	—	—	—	—	talcum	355.60	0.265	0.15	0.55	Pretty Miss	PN6	4.02dz	1.80dz
ampoules 10ml	6	1.83	—	2.74½	Multi-Rex (1136 Silber)	—	—	—	—	PN7	5.20dz	2.86dz	
	25	6.77	—	10.15½	exposure meter & case	—	—	—	—	PN9	4.43dz	2.04dz	
vial	100ml	1.52	—	2.28	Myelobromol (117 BPL)	—	—	—	—	Noshine (60 Arden)	—	—	0.75
Meladinine (1521 Pharm Dis) †s4B	—	—	—	—	Insert †s1s4A	—	—	—	—	Novasapa (970 PM)	—	—	—
paint	25ml	9.90dz	3.82dz	1.49	Myolgin (311C) †DDI	20	0.12	0.45	0.22½	500ml	4.44dz	—	0.46
tablets	30	9.90dz	3.82dz	1.49	tablets	dp250	0.90	—	—	2l	1.22	—	1.51
Meltus (333 Cupal)	—	—	—	—	NaClex (518 Glaxo)	—	—	—	—	4l	2.25	—	2.78
adult cough mixture 4oz	—	—	—	—	tablets packs of 500	—	—	—	—	Novaseptic (970 PM)	—	—	—
Memoire Cherie (60 Arden)	—	—	—	—	Nailoid (31 AP)	—	—	—	—	Novesine (1303 Wander)	—	—	—
deodorant roll-on	—	—	—	—	(distributors 1377 R & A)	—	—	—	—	solution †	10ml	0.39	—
	732.00	—	—	0.70	nail cream	small	0.738dz	0.386dz	0.12	Novotux (970 PM) existing entry	—	—	—
foaming beauty bath	—	—	—	1.90	National (1136 Silber)	—	—	—	—	Novotux (970 PM)	—	—	—
Mene (1073 Robinson)	—	—	—	—	flashguns (capacitor)	—	—	—	—	2% solution	plain	—	—
sanitary towels size	0	5.544	—	0.15	Dynamo	—	—	—	—	injection vial	50ml	0.21	—
	1	(4 dz)	5.914	—	PB35	—	—	—	—	2% solution	with	—	—
	2	(4 dz)	7.022	—	flashguns (electronic)	—	—	—	—	adrenaline †s4B	50ml	0.21	—
	3	(4 dz)	6.653	—	PE182	—	—	—	—	injection vial cartridge	100	2.07	—
	4	(3 dz)	5.729	—	PI-3	—	—	—	—	2ml †s4B	—	—	2.55
		(2 dz)	—	0.31						3% solution	with	—	—
										adrenaline cartridge	—	—	—
										2ml †s4B	100	2.07	—
													2.55



	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
4% solution with adrenaline injection vial ‡s4B 50ml	0.22	—	0.28	Paradeine (1115 Scotia)† tablets 20	1.50dz	—	—	Pevidine (117 BPL) antiseptic solution 500ml	1.08	—	—
Nudit (596 HR) hair remover facial 2601	—	—	0.85	100	6.12dz	—	—	SI	5.00	—	—
2604	—	—	1.35	500	2.30	—	—	Phenurone (2 Abbott) Phospholine iodide (1556 Farillon) existing entry	—	—	—
Nulon (1038 R & C) hand cream small	0.95Sdz	0.525dz	0.15	Paragon (1155 S & N) zinc oxide plaster	0.39Sdz	—	—	Phospholine iodide (1601 Ayerst)†s1	0.79	—	—
medium	1.40dz	0.77dz	0.22	1 in x 1 yd	0.535dz	—	—	vial 1.5 mg	0.89	—	—
large	2.10dz	1.16dz	0.33	1 in x 3 yd	0.90dz	—	—	3 mg	0.99S	—	—
Nu-Ray (479 WF) hot water bottles	0.29S	—	—	1 in x 3 yd	1.255dz	—	—	12.5 mg	1.14	—	—
Nurvyfe (162 Bragg)	—	—	—	1 in x 5 yd	1.18dz	—	—	Phul Nana (545 Grossmith) perfume 9cc	2.80dz	1.50dz	0.49
Nu-Star (479 WF) hot water bottles	0.28	—	—	2 in x 5 yd	1.72dz	—	—	Placentubex (S80 DH & Co) foam mask	1.44	0.79	2.95
Nu-Sun (479 WF) hot water bottles	0.28	—	—	3 in x 5 yd	2.90dz	—	—	PLJ (103 Beecham) existing entry	—	—	—
Nystan (1176 Squibb) T5 cream 15g	0.58	—	—	3 in x 10 yd	3.945dz	—	—	PLJ (103 Beecham) 12 case rate	1.69Sdz	0.315dz	0.191*
30g	1.00	—	—	2 in x 10 yd	1.72dz	—	—	lemon juice standard	2.69dz	0.545dz	0.31*
30g	0.80	—	—	3 in x 10 yd	2.72dz	—	—	large	—	—	—
Oblivon (187 BS) ‡s4B capsules 25	0.30	—	0.45	Para Hypon (218 Calmic) †DD1 tablets 100	0.68	—	—	Polaroid (989 Polaroid) camera Land	—	—	—
100	0.93	—	1.39½	500	2.50	—	—	model 3000	—	—	—
elixir 100ml	0.26	—	0.39	Paralgin (901 Norton) †DD1 (distributors 1545 Vestric)	0.55	—	—	films type 42	—	—	1.40
Oblivon C (187 BS) ‡s4B Ovets 100mg 100	0.98	—	1.47	tablets 100	0.55	—	—	47	—	—	1.50
Opas (1335 Wigglesworth) tablets roll 12	1.19 (3dz)	0.44 (3dz)	0.06	500	2.50	—	—	Polyalk (489 Galen) tablets dp100	1.08	0.40	2.02
Optima (16 AGL) cameras	—	—	—	Paraphos (1115 Scotia) †s4A tonic 200ml	3.00dz	—	—	Polybactrin (218 Calmic) TS aerosol 109g	1.55	—	2.29
Sensor 200	—	—	42.59½	Parenamps (930 P & B) ampoules 2ml	0.44	—	—	Polycol (894 Nicholas) gel 300ml	0.50	0.18S	0.93½
Optomax (1136 Silber) existing entry	—	—	—	packs of 6	—	—	—	tablets 200	1.40	0.512	2.61½
Optomax (1136 Silber)	—	—	—	Paris (301 Coty)	—	—	—	S tablets 150	0.78	0.28S	1.45½
exposure meter	—	—	5.47	Parisil (1061 Riker) TS tablets 2.5mg 30	0.65	—	—	Poly Lady (721 LC) colourant†	4.05S	2.23dz	0.67
sunglasses polarised P.1	—	—	1.93	300	5.70	—	—	hair spray	4.84dz	2.66dz	0.80
G.1	—	—	2.20	7.5mg 30	1.50	—	—	permanent wave	2.965dz	1.63dz	0.49
U.1	—	—	1.93	300	13.50	—	—	setting lotion	1.15dz	0.635dz	0.19
U.S.	—	—	1.93	Pat-a-Creme (60 Arden) 408.00	—	—	0.95	Ponoxylan (117BPL) gel	0.32	0.117	—
U.12	—	—	1.93	Acufix fixer 250ml	—	—	0.36	Portia (1160 Solport) first aid case D180	1.44	0.11	2.25
G.2	—	—	1.93	500ml	—	—	0.60	Potters (992 P & C) pastilles	—	—	—
G.16	—	—	1.93	1000ml	—	—	1.08	children's cough	1.01dz	0.36dz	0.15½
44	—	—	2.20	4.5ml	—	—	3.04½	Precortisyl (1087 Roussel) TS tablets 5mg 100	0.42	—	—
clip-on 64	—	—	1.37	Acuprint developer 250ml	—	—	0.37½	500	2.00	—	—
6S	—	—	1.37	500ml	—	—	0.67½	Premarin (649 ICI) existing entry	—	—	—
Orap (666 Janssen) Insert ‡s4B	—	—	—	1000ml	—	—	1.20	Premarin (1601 Ayerst) ‡s4B	—	—	—
Orasecron (187 BS) ‡s4B tablets 10	0.34	—	0.51	4.5l	—	—	3.49½	intravenous 2S mg with diluent	1.00	—	—
25	0.71	—	1.06½	Acuspeed FX-20 developer 250ml	—	—	0.43½	tablets 0.625 mg 100	1.28	—	—
100	2.57	—	3.85½	500ml	—	—	0.70½	1.25 mg 30	0.70	—	—
Orlane (114S Sirex) lait a bronzer	—	—	1.95	1000ml	—	—	1.24½	100	2.14	—	—
sol a sol	—	—	1.50	Acustop stop bath 55ml	—	—	0.19½	100	—	—	—
Ostermilk (S18 Glaxo) Nos. 1 and 2 1lb	3.16dz	—	0.30	500ml	—	—	0.63	tablets 0.625 mg 100	—	—	—
Outdoor Girl (876 MP) Aqua Shadow collection	2.03dz	1.115dz	0.35	500ml	—	—	0.54	1.25 mg 30	—	—	—
2DD4	2.03dz	1.115dz	0.35	1000ml	—	—	0.94½	100	—	—	—
eye colour collection	2.03dz	1.115dz	0.35	Acutol-S to make 600ml	—	—	0.28½	100	—	—	—
2G74	2.03dz	1.115dz	0.35	2.25l	—	—	0.54	tablets 0.625 mg 100	—	—	—
eyelashes	3.83dz	2.10Sdz	0.66	4.5l	—	—	0.85½	100	—	—	—
Bambi 2GDS	1.16dz	0.64dz	0.20	FX-18 developer 4.5l	—	—	0.64½	500	—	—	—
adhesive 2G92	1.32dz	0.725dz	0.20	regenerator 4.5l	—	—	0.64½	100	—	—	—
eye shadow brush 2GD6	2.61dz	1.435dz	0.45	cleaning solution 22Sml	—	—	0.21	tablets 0.625 mg 100	—	—	—
liners 2GF2	1.32dz	0.725dz	0.20	printing outfit	—	—	5.34	1.25 mg 30	—	—	—
eye shadower 2J86	3.83dz	2.10Sdz	0.66	developing outfit	—	—	4.99½	100	—	—	—
Flutterlash 2GF7	1.12dz	0.615dz	0.18	developing tanks	—	—	1.89	100	—	—	—
hairspray 2G39	1.55dz	0.85Sdz	0.25	35mm	—	—	1.65	tablets 0.625 mg 100	—	—	—
aerosol 2GD9	0.87dz	0.48dz	0.15	multi-unit 1	—	—	2.07	1.25 mg 30	—	—	—
lipstick trial 2J77/79	1.45dz	0.80dz	0.25	2	—	—	2.61	100	—	—	—
Magic Touch 2G05	2.32dz	1.275dz	0.40	3	—	—	2.02½	100	—	—	—
Marvelash 2G28	2.61dz	1.435dz	0.45	universal	—	—	5.74½	100	—	—	—
liquid 2GF9	2.03dz	1.115dz	0.35	enlarging computer	—	—	0.58½	100	—	—	—
Natural Finish 2GE7	0.87dz	0.48dz	0.15	thermal print mountant	—	—	1.33½	100	—	—	—
Silk Finish refill 2J87	1.16dz	0.64dz	0.20	175ml	—	—	—	100	—	—	—
Silk Touch 2G03	1.74dz	0.95Sdz	0.30	500ml	—	—	—	100	—	—	—
Stay-On Shadows 2GB8	—	—	—	viewers	—	—	—	100	—	—	—
abirex (848 Minnesota) diarrhoea mixture 200ml	1.83dz	0.67dz	0.27½	'126'	—	—	1.43	tablets 0.625 mg 100	—	—	—
abrinex (930 P & B) ampoules 1/M standard	0.83	—	—	Design 101	—	—	2.09½	100	—	—	—
10prs	1.00	—	—	66	—	—	4.28	100	—	—	—
10prs	0.90	—	—	22	—	—	3.14	100	—	—	—
1/V standard 10prs	1.00	—	—	pocket 2 x 2	—	—	1.02	100	—	—	—
strong 10prs	—	—	—	6 x 6	—	—	1.48½	100	—	—	—
packs of 3 at 24prs	—	—	—	Trident	—	—	4.28	100	—	—	—
addi (1073 Robinson) nappy liners 2S	1.167dz	—	0.14½	Viscount	—	—	2.69	100	—	—	—
50	2.00dz	—	0.25	special	—	—	3.67	100	—	—	—
100	3.70dz	—	0.46	Penicillin-V-Lilly (413 Lilly) TS	—	—	—	100	—	—	—
pillch	0.161	—	0.22½	Pulvules 250mg 1000	—	—	—	100	—	—	—
cotton wool pleated	—	—	—	Peptalac (307 C & G) 16oz	5.68 (2dz)	—	0.31½	100	—	—	—
agan (981 Picot) eau de toilette	—	—	—	Pernazene (346 Dales) Persantin (14S B)	—	—	—	100	—	—	—
spin-flow	2.05dz	1.13dz	0.35	ampoules 10mg	0.31	0.115	0.58	100	—	—	—
perfume miniature	2.87dz	1.58dz	0.49	tablets 2S mg 30	0.60	0.22	1.12	100	—	—	—
1/2oz	4.97dz	2.735dz	0.85	200	3.58	1.31	6.68½	100	—	—	—
1/2oz	8.78dz	4.83dz	1.50	Personality (1377 R & A) soap bath	1.404dz	0.489dz	0.20	100	—	—	—
1/2oz	15.80dz	8.69dz	2.70	toilet	0.842dz	0.293dz	0.12	100	—	—	—
1oz	29.27dz	16.10dz	5.00	Personna (964 Personna) super foam	2.17dz	0.79Sdz	0.34	100	—	—	—
28g	4.39dz	2.41Sdz	0.75	grooming aids	0.925	0.51	0.22½	100	—	—	—
spray mist	—	—	—	eyebrow tweezers	(10)	(10)	0.22½	100	—	—	—
alaprln (187 BS) tablets forte	100	0.8S	1.27½	nail clippers	(10)	(10)	0.22½	100	—	—	—
almolive (280 CP) shave cream lather	—	—	—	nail files	(10)	(10)	0.17½	100	—	—	—
or brushless	1.45dz	0.54dz	0.20	toe nail clippers	(10)	(10)	0.25	100	—	—	—
giant	2.04dz	0.75dz	0.28	Perutz (1136 Silber) cine film standard 8	—	—	1.52	100	—	—	—
shaving stick	1.60 (2dz)	0.59 (2dz)	0.11	colour reversal CUS 88	—	—	—	100	—	—	—
				cine film standard 8	—	—	—	100	—	—	—
				black & white	—	—	1.22½	100	—	—	—



	Trade £·p	Tax £·p	Retail £·p
quick drying 1pt	—	—	0.70
1qt	—	—	1.00
3gal	—	—	1.55
junior injector	—	—	0.35
Restoria (1113 5 & B)	8.28dz	4.555dz	1.30
oil free lotion	—	—	—
Revlon (1052 Revlon)	—	—	1.25
eye shadow set	—	—	0.60
Z.P.11 shampoo tube	—	—	—
colourashes	—	—	2.00
starry	—	—	2.15
tassel	—	—	2.15
raggedy plus frost	—	—	0.65
lipsticks supersheer	—	—	—
Rexall (848 Minnesota)	2.00dz	0.733dz	0.30
acne lotion 110ml	—	—	—
bone and nerve liniment	—	—	—
see under BN.	—	—	—
Brightener toothpaste	—	—	—
see under Brightener	—	—	—
children's cough mixture	1.33dz	0.49dz	0.20
125ml	—	—	—
rubber gloves unlined	—	—	—
Rheusalate (1335 Wigglesworth)	1.68dz	0.62dz	0.23
paste 40g	—	—	—
Ribena (103 Beecham) existing entry	—	—	—
Ribena (103 Beecham) 12 case rate	—	—	—
blackcurrant drink	1.92dz	0.365dz	0.22½*
standard	2.575dz	0.515dz	0.31*
family	—	—	—
*Includes 0.025 for container	—	—	—
Rifadin (1444 Lepetit) T5	15.27	—	22.90½
capsules 150mg 100	30.54	—	45.81
300mg 100	—	—	—
Right Guard (514 Gillette)	2.86dz	1.50dz	0.46
anti-perspirant 130g	3.48dz	1.83dz	0.56
190g	2.67dz	1.40dz	0.43
deodorant 90g	3.29dz	1.73dz	0.53
135g	2.18dz	1.14dz	0.35
roll-on	1.80dz	0.95dz	0.29
refill	—	—	—
Rinstead (1333 WL)	1.33dz	0.46dz	0.20
gel †	1.02dz	0.35dz	0.15
pastilles	—	—	—
Robinsons (1449 R & CFD)	1.055dz	—	0.11
mixed cereal 6oz	1.055dz	—	0.11
ready cooked groats 6oz	—	—	—
8oz	—	—	—
Roboleine (912 O)	3.11dz	—	0.37
16oz	—	—	—
Rodine (1047 Rentokil)	—	—	0.25
warfarin rat bait sachet	—	—	0.75
(2)	—	—	1.50
large	—	—	—
7lb	—	—	—
14lb	—	—	—
Roger & Gallet (1076 R & G)	—	—	—
Modame range	—	—	—
soap 3oz	0.36	0.13	0.75
Ruby (1169 BG5)	0.105	0.04	0.20
canker ear drops	0.155	—	0.21
wormer for dogs	0.155	—	0.21
for puppies	—	—	—
Rynacrom (1530 Fisons)	3.15	—	4.72½
capsules with insufflator	—	—	—
100	—	—	—
Sabona (1464 Sabona)	—	—	1.50
rheumatic relief bracelet	—	—	—
Salactol (1454 Dermal) packs	0.60	—	—
wart paint 2 x 10ml	—	—	—
Satura (385 DG)	0.35	0.19	0.73
cleansing cream 115cc	0.61	0.34	1.27
cleansing lotion 170cc	0.61	0.34	1.27
freshener 170cc	0.42	0.23	0.88
moisture cream 30cc	0.75	0.41	1.57
55cc	0.68	0.37	1.42
lotion 58cc	1.06	0.58	2.22
1161cc	—	—	—
Algene	0.79	0.43	1.64
body balm 116cc	0.39	0.21	0.81
face cream 14cc	0.66	0.36	1.38
30cc	1.15	0.63	2.40
55cc	0.66	0.36	1.38
58cc	—	—	—
facial balm	—	—	—
Scan (31 AP)	1.218dz	0.424dz	0.18
(distributors 1377 R & A)	1.218dz	0.424dz	0.18
eye drops	—	—	—
lotion	—	—	—
Schick (229 Carmen)	—	—	7.95
hairdryer for men	—	—	17.95
Lady Schick	—	—	9.95
beauty salon	—	—	—
facial sauna	—	—	—
Scholl's (1108 SMC)	2.40dz	0.88dz	0.37
51	—	—	—
Scoline (34 A&H)	2.32dz	—	0.29
Insert †s4B	—	—	—
Scotch (1500 MM & M)	—	—	—
hair set tape	—	—	—
Sebril (763 Linfield) entire entry	—	—	—
Sebril (992 P & C)	2.86dz	1.02dz	0.44
dandruff lotion 50cc	0.51	0.28	1.07
Secret of the Sea (385 DG)	1.13	0.62	2.37
cream 14cc	1.82	1.00	3.82
29cc	1.31	0.72	2.74
58cc	0.66	0.36	1.38
emulsion 40cc	0.66	0.36	1.38
Fashion Touch	—	—	—
mask 29cc	—	—	—
54cc	—	—	—
Secto (333 Cupal)	—	—	0.25
ant & wasp killer	—	—	—
hair emulsion	—	—	—

	Trade £·p	Tax £·p	Retail £·p
Sedapersantin (145 B) †s4A	0.47	0.17	0.87½
tablets 20	3.73	1.37	6.96½
200	—	—	—
Sedatussin (413 Lilly)	2.25l	1.30	0.47
2.42	—	—	—
Selex (463 Fisons)	2oz	0.093	0.14
4oz	0.153	—	0.23
7½oz	0.253	—	0.38
15½oz	0.44	—	0.66
1gal	1.73	—	2.60
13oz	0.286	—	0.43
aerosol	—	—	—
Senokot (1037 Reckitt)	100ml	0.14	0.21
syrup 150ml	—	—	—
Serum Gonadotrophon (930 P & B)	—	—	—
Sevilan (580 DH & Co)	20g	2.95dz	1.08dz
acne cream 40g	0.52	0.19	0.47
0.97	—	—	—
Shloer (103 Beecham) existing entry	—	—	—
Shloer (103 Beecham) 12 case rate	—	—	—
apple juice small	1.45	0.24	0.08*
(2dz)	—	—	—
large	1.675dz	0.37dz	0.21
large	1.91dz	0.42dz	0.24
*Includes 0.015 for container	—	—	—
Siloxyl (289 Concept)	120	1.57	0.57
tablets	—	—	—
Siltex (1319 Wendover)	1.56dz	0.86dz	0.29
hair styling cream 113g	—	—	—
Silvikrin (105 BTD)	0.855dz	0.315dz	0.12
shampoos standard	1.285dz	0.475dz	0.18
economy	—	—	—
Sinthrome (501 Geigy)	500	2.77	4.16
tablets 1mg 100	—	—	—
Si Senor (317 C5)	0.85	0.47	1.95
after shave	1.07	0.648	2.48
men's cologne 105cc	—	—	—
Skin Deep (76 Atkinson)	—	—	—
Skin Dew (596 HR)	0734	—	1.20
cleanser	0711	—	1.65
cream	0712	—	2.65
emollient cleanser	0736	—	1.10
emulsion	0701	—	0.95
0702	—	—	1.55
0704	—	—	2.50
eye cream	0770	—	1.30
freshener	0744	—	1.05
hand care	0726	—	1.10
Skinfare (76 Atkinson)	—	—	—
Skin Life (596 HR)	0926	—	3.00
body treatment	0902	—	4.95
cream	0904	—	7.90
emulsion	0912	—	3.30
0913	—	—	5.30
eye cream	0970	—	2.15
foundation	0921	—	2.25
extrait	0909	—	11.00
honey tonic	0944	—	2.45
0948	—	—	3.90
liquid cleanser	0936	—	1.70
0938	—	—	2.70
mask	0951	—	3.60
throat treatment	0975	—	4.20
treatment travel case	0983	—	8.65
Sleek (60 Arden)	728.99	—	0.85
725.99	—	—	1.10
Sleek (1155 S&N)	—	—	—
waterproof plastic	—	—	—
adhesive strapping	—	—	—
BPC	—	—	—
1 in x 2½ yd 5K12X	0.805dz	—	0.09½
1 in x 5 yd 5K15	1.395dz	—	0.16½
2 in x 5 yd 5K25	2.285dz	—	0.27
3 in x 5 yd 5K35	3.09dz	—	0.36½
Sloans (721 LC)	1.30dz	0.475dz	0.20
liniment	—	—	—
S-M-A (1352 Wyeth)	370ml	0.09½	—
liquid	450g	0.32	—
powder	—	—	—
Smokies (1333 WL)	0.92dz	0.32dz	0.14
pastilles	—	—	—
Sof' down (1349 LW)	—	—	—
Swedish-style	—	—	—
disposable nappies	10	1.116dz	0.12
standard 20	2.07dz	—	0.23
night-time size	2.07dz	—	0.23
tie pants 5	1.15dz	—	0.14½
Softex (339 CG)	—	—	—
household wool	100g	0.72dz	0.08
pleated 200g	1.30dz	—	0.14½
roll 400g	1.95dz	—	0.22
Sol-Tercin (311 C) †s4A	100	0.36	0.54
tablets	—	—	—
Sparklets (183 BOC)	—	—	—
"J" type bulb refills	—	—	—
concentrates	2.25dz	0.49dz	0.29
syphons	—	—	—
Executive	3.77	0.52	5.55
Hostmaster	3.37	0.46	4.95
vacuum jug	1.19	0.16	—
Corkmaster	0.88	0.12	1.12½

	Trade £·p	Tax £·p	Retail £·p
Spastipax (894 Nicholas) †s4A	0.35	—	0.52½
tablets 30	—	—	—
250	0.61dz	0.135dz	0.09
Stag (848 Minnesota)	—	—	—
after-shave lotion	—	—	—
Staycept (1186 Stayne)	—	—	—
Staycept (1584 Syntex)	—	—	—
(distributors 1545 Vestric)	—	—	—
contraceptive jelly 80g	0.22	—	0.33
cream 75g	0.22	—	0.33
pessaries 10	0.20	—	0.30
applicator	0.20	—	0.30
Steriloderm (970 PM)	—	—	—
bactericidal gel	—	—	—
tube 60g	0.16	0.06	0.26
dispenser 500g	1.93	0.27	2.65
refill 500g	0.73	0.27	1.07
Ster-zac (626 HH & C)	—	—	—
bath concentrate	—	—	—
sachets 12 x 1oz	0.67	—	—
500ml	0.61	—	—
2l	2.00	—	—
30g	0.85dz	—	—
225g	2.00dz	—	—
Stress (978 PYP) existing entry	—	—	—
Stress (978 PYP)	100g	1.36dz	0.17
255g	2.88dz	—	0.36
4lb	1.32	—	1.76
7lb	1.98	—	2.64
14lb	3.36	—	4.48

SELL A GOOD HOT WATER BOTTLE

**SUBA-SCREW**  
REGISTERED TRADE MARK

AVOID IMITATIONS

Suba-Seal (479WF)					
air ring,					
hospital	16 in	1A25	1.19	—	1.78½
	18 in	1A26	1.28	—	1.92
	20 in	1A27	1.39	—	2.09
bath mat		2B151	0.67	0.088	1.09½
baby bath mat		2B149	0.33	0.043	0.54
baby feeding set		1C50	1.063	—	1.59
baby feeders complete					
with teat					
minifeeder		1C42	0.10	—	0.15
narrow neck	4oz	1C26	0.085	—	0.13
	8oz	1C27	0.095	—	0.14½
	8oz	1C30	0.125	—	0.19
	8oz	1C60	0.175	—	0.26
	8oz	1C62	0.20	—	0.30
wide neck	4oz	1C31	0.105	—	0.15½
	4oz	1C715	0.20	—	0.30
	4oz	1C71	0.11	—	0.16½
	4oz	1C31L/C	0.135	—	0.20½
		1C31M/C	0.135	—	0.20½
	8oz	1C28L	0.12	—	0.18
	8oz	1C29L	0.145	—	0.22
	8oz	1C28L/C	0.15	—	0.22½
	8oz	1C28M/C	0.15	—	0.22½
	8oz	1C29L/C	0.175	—	0.26
	8oz	1C29M/C	0.175	—	0.26
	8oz	1C61	0.20	—	0.30
	8oz	1C63	0.225	—	0.34
de luxe		1C47	0.32	—	0.48½
	10oz	1C70M	0.145	—	0.22
	10oz	1C70L	0.145	—	0.22
	10oz	1C705	0.225	—	0.34
Staywarm		1C44	0.26	—	0.39
de luxe		1C48/49	0.38	—	0.56
baby bottles spare					
narrow neck	4oz	5A1	0.05	—	0.07½
	8oz	5A2	0.06	—	0.09
	8oz	5A33	0.085	—	0.13
wide neck	4oz	5A32	0.07	—	0.10½
	8oz	5A30	0.085	—	0.13
	8oz	5A31	0.11	—	0.16½
bottle stopper			0.025	—	0.03½
bottle cover &					
measure			0.03	—	0.04½
teat cover		5A44	0.03	—	0.04½
bed airer		1F2	0.26	—	0.39
bed bottle, polythene					
		5A18	0.285	—	0.42½
male II		5A23	0.30	—	0.45
female II		5A24	0.41	—	0.61½
bed pan/urinal		5A50	0.465	—	0.70
bed pan, polypropylene					
		5A19	1.46	—	2.19
breast reliever		1C3	0.445	—	—
douche, closed mouth					
		1A19	0.92	—	1.38
fountain		1A18	0.60	—	0.90
enema		1C16	0.515	—	—
eye dropper unit		3B51	0.10	—	—
friction body massager					
		2B154	0.61	0.08	0.99
hot water bottles					
children's shapes					
bear cub and dog					
toys			0.40	—	0.60



	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
Coverlette cot	0.41	—	0.57½	after shave balm	—	—	1.05	wintergreen and	—	—	—
father bear	0.43	—	0.64½	deodorant stick	21g	—	0.63	capsicum plasters	—	—	—
suba luxe cot	0.625	—	0.90	36g	—	—	0.79	5 × 7½ in	0.685dz	0.25dz	—
suba cosy cot	0.53	0.035	0.75	spray	84g	—	1.16	7 × 11 in	1.368dz	0.502dz	—
streamline cot	0.21	—	0.31½	147g	—	—	1.65	wool felt soft 100%	—	—	—
standard cot	0.20	—	0.30	35g	—	—	0.65	Merino wool spread	—	—	—
No. 3 standard with	—	—	—	tafc	47cc	—	0.67	36 × 18 × ⅓ in	1.172	—	—
handle	0.36	—	0.54	eau de Cologne	90cc	—	0.85	⅓ in	1.728	—	—
No. 4 giant	0.50	—	0.75	163cc	—	—	1.46	⅓ in	2.529	—	—
Comet	0.385	—	0.57½	305cc	—	—	2.75	⅓ in	2.885	—	—
Coverlette	0.51	—	0.75	plastic	114cc	—	1.10	unsprad	—	—	—
Gaywarm	0.36	—	0.54	hair cream	tube	—	0.76	36 × 18 × ⅓ in	0.886	—	—
Streamline	0.40	—	0.60	hair tonic lotion oily or	—	—	—	⅓ in	1.442	—	—
Suba-Alpha	0.33	—	0.49½	dry	90cc	—	0.66	⅓ in	2.242	—	—
Suba-Cosy	0.75	0.051	1.05	pre-shave lotion	163cc	—	1.05	⅓ in	2.599	—	—
Suba-Luxe	1.08	—	1.55	47cc	—	—	0.60	semi-compressed	—	—	—
Suba-Flora, perfumed	0.36	—	0.54	163cc	—	—	0.89	spreads	—	—	—
Suba-Royal	0.385	—	0.57½	shaving bowl	—	—	1.45	36 × 18 × ⅓ in	1.395	—	—
Suba-Line	0.385	—	0.57½	shaving cream lather	—	—	1.51	⅓ in	2.00	—	—
screw type	—	—	—	brushless	—	—	0.57	⅓ in	2.624	—	—
Alpha-Beta	0.33	—	0.49½	shaving foam	80g	—	0.91	⅓ in	3.314	—	—
Coverlette	0.51	—	0.75	135g	—	—	1.33	unsprad	—	—	—
Warmline No. 3	0.40	—	0.60	shaving stick	—	—	0.55	36 × 18 × ⅓ in	1.109	—	—
Pennant No. 3	0.35	—	0.52½	refill	—	—	0.48	⅓ in	1.712	—	—
Bara Royal	0.385	—	0.57½	soap toilet (1)	—	—	0.48	⅓ in	2.339	—	—
Baraline	0.385	—	0.57½	(3)	—	—	1.45	⅓ in	3.028	—	—
Duchess	0.33	—	0.49½	raffia bag (3)	—	—	1.45	surgical spread	—	—	—
Rayline	0.40	—	0.60	soap bath (1)	—	—	0.73	4 × 3½ × ⅓ in	0.944dz	—	—
5aturn	0.385	—	0.57½	(3)	—	—	2.17	4 × 3 × ⅓ in	0.944dz	—	—
Suba plastic	0.30	—	0.45	raffia bag (1)	—	—	0.73	3 × 3 × ⅓ in	0.944dz	—	—
spare stopper,	—	—	—	Tabloid (208 BW)	—	—	—	6 × 6 × ⅓ in	1.887dz	—	—
standard size	0.07	—	0.10½	cyclobarbitone	200mg	—	—	6 × 4½ × ⅓ in	1.887dz	—	—
cot size	0.045	—	0.07	packs of 5000	—	—	—	4 × 4½ × ⅓ in	1.887dz	—	—
popular 'P' range	—	—	—	Tame (1242 Toni)	—	—	—	unsprad	—	—	—
Bara	0.28	—	—	creme rinse	60g	1.37dz	0.72dz	4 × 3 × ⅓ in	0.759dz	—	—
Bara Ray	0.295	—	—	112g	—	2.05dz	1.08dz	zinc oxide plaster B.P.C.	—	—	—
Beta	0.275	—	—	Tang (596 HR)	—	—	—	⅓ in × 1 yd	0.384dz	—	—
Suba Ray	0.295	—	—	after shave lotion	9522	—	—	⅓ in × 3½ yd	0.877dz	—	—
Suba Star	0.28	—	—	9524	—	—	—	⅓ in × 5 yd	1.138dz	—	—
ice-pack, round	1A20	0.42	—	9529	—	—	—	⅓ in × 10 yd	1.69dz	—	—
measuring jug	5A4	0.065	0.09	9525	—	—	—	1 in × 1 yd	0.538dz	—	—
mini-soother	—	—	—	9554	—	—	—	1 in × 3½ yd	1.228dz	—	—
with plastic ring	1C36	0.028	—	9559	—	—	—	1 in × 5 yd	1.69dz	—	—
1C368	0.04	—	0.06	roll-on	—	—	—	1 in × 10 yd	2.662dz	—	—
powder blower	1C9	0.245	—	Cologne	9554	—	—	2 in × 5 yd	2.851dz	—	—
shampoo spray	2B150	0.85	0.112	9559	—	—	—	2 in × 10 yd	4.51dz	—	—
2B1505	0.68	0.089	1.11	deodorant spray	9563	—	—	3 in × 5 yd	3.85dz	—	—
soothers all rubber	1C53	0.07	—	stick	9561	—	—	3 in × 10 yd	6.261dz	—	—
Suba comb and	—	—	—	hair groom	9594	—	—	4 in × 5 yd	4.538dz	—	—
massager	582	0.045	0.016	pre-electric shave	9514	—	—	4 in × 10 yd	8.055dz	—	—
Suba Warma	1C43	0.15	—	talcum	9545	—	0.70	Tegretol (501 Geigy)	—	—	—
syringe	—	—	—	Taxol (311C)	—	—	—	Tegretol 200 (501 Geigy) †s48	—	—	—
ear nose and throat	—	—	—	tablets	50	0.16	0.06	Tegretol 100 501 Geigy †s48	—	—	—
1oz	0.205	—	0.30½	100	—	0.24	0.09	tablets	1.00	—	—
2oz	0.23	—	0.34	dp250	—	0.45	—	Tenuate (838 Merrell)†s4B	—	—	—
all rubber nasal	1oz	0.205	—	Taylor's (1073 Robinson)	—	—	—	tablets 25mg	0.24	—	0.36
rectal	2oz	0.23	—	boil plasters (3)	—	0.907dz	0.335dz	Tercin (311C) †s4A	—	—	—
4oz	0.245	—	0.36½	(144)	—	2.27dz	0.83dz	tablets	200	0.34	—
whirling	8oz	0.69	—	corn plasters N.H.S.	—	—	—	1000	1.44	—	—
teat	—	—	—	sal. acid ⅓ × 3 in 20%	—	0.315dz	0.115dz	Terpalin (901 Norton) †	—	—	—
heat-moulded	1C17	0.04	—	40%	—	0.353dz	0.13dz	(distributors 1545 Vestric)	—	—	—
wide neck	1C40	0.04	—	Filmic first-aid	—	—	—	500ml	0.78	—	—
latex narrow neck	1C34	0.04	—	dressings waterproof	—	—	—	2l	3.00	—	—
wide neck	1C39	0.04	—	tin	—	0.641dz	—	Terpoin (626 HH & C) †DDI	—	—	—
silicone	1C18	0.12	—	strips	—	1.281dz	—	dp 225 ml	0.46	—	—
wide neck	1C51	0.12	—	2½ × 6 in	—	0.271dz	—	dp 2.25l	4.00	—	—
teething trainers	—	—	—	⅓ × 1½ in × 144	—	0.576	—	Tertroxin (S18 Glaxo) †s4B	—	—	—
rubber	1C38	0.06	—	⅓ × 2½ in × 144	—	0.596	—	tablets	100	0.18	—
polystyrene	5A3	0.05	—	⅓ × 3 in × 144	—	0.604	—	The Blue Train (981 Picot)	—	—	—
silicone	1C52	0.165	—	⅓ × 3½ in × 50	—	0.454	—	eau de toilette	—	—	—
mede (981 Picot)	—	—	—	1 × 1½ in × 50	—	0.238	—	spin-flo	10cc	2.05dz	1.13dz
eau de toilette	—	—	—	1 × 1½ in × 50	—	0.290	—	perfume	miniature	2.87dz	1.58dz
spin flo	10cc	2.05dz	1.13dz	wound dressings	—	—	—	⅓ oz	4.97dz	2.735dz	0.85
perfume	miniature	3.45dz	1.90dz	1½ × 2 in × 50	—	0.336	—	⅓ oz	8.78dz	4.83dz	1.50
1oz	6.14dz	3.375dz	1.05	2 × 3 in × 50	—	0.613	—	⅓ oz	15.80dz	8.69dz	2.70
1oz	10.83dz	5.955dz	1.85	2½ × 3½ in × 50	—	0.681	—	1oz	29.27dz	16.10dz	5.00
1oz	18.73dz	10.30dz	3.20	1½ × 1½ in × 50	—	0.322	—	Theodrox (1061 Riker)	—	—	—
1oz	33.07dz	18.19dz	5.65	circlettes ⅓ in dia.	100	0.318	—	tablets	packs of 1000	—	—
ugaree (1375 SACL)	—	—	—	1½ in dia.	100	0.385	—	Therasal (695 TK)	—	—	—
Barbados muscovado	6.50	—	0.17	individually wrapped	—	—	—	50g	0.12	—	0.18
Demerara	(4 dz)	5.00	—	1½ × 1½ in × 100	—	0.75	—	250g	0.30	—	0.45
white granulated	(4 dz)	6.14	—	1½ × 2 in × 100	—	0.795	—	Therex (1055 RM)	—	—	—
uper Kil (463 Fisons)	(4 dz)	6.14	—	2 × 3 in × 100	—	1.012	—	(distributors 1556 Farillon)	—	—	—
2oz	0.12	—	0.18	2½ × 3½ in × 100	—	1.602	—	Thermogene (1073 Robinson)	—	—	—
4oz	0.193	—	0.29	⅓ × 1½ in × 100	—	0.585	—	wool	size 1	1.185dz	0.434dz
7½oz	0.333	—	0.50	⅓ × 2½ in × 100	—	0.647	—	size 2	2.035dz	0.746dz	—
15½oz	0.58	—	0.87	⅓ × 3 in × 100	—	0.602	—	Thermoset (1228 TAL) existing entry	—	—	—
upersoft (1038 R & C)	—	—	—	poorman's plaster	—	0.92dz	0.335dz	Thermoset (1570 NBL)	—	—	—
shampoo	sachet	0.845	0.31	sponge rubber adhesive	—	—	—	overblankets	—	—	—
wig cleaner	—	—	—	⅓ × 3½ × 6 in (3)	—	3.722dz	—	New era low voltage	—	—	18.75
shampoo	40g	2.97dz	—	⅓ × 36 × 18 in	—	2.804	1.025	80 × 60	—	—	29.75
75g	1.20dz	0.44dz	0.17	⅓ × 36 × 18 in	—	2.222	0.81	80 × 80	—	—	11.95
130g	1.69dz	0.62dz	0.24	unsprad	—	—	—	Riviera 81 × 58	—	—	14.45
upracort (930 P & B) †s4B	—	—	—	⅓ × 3½ × 6 in (3)	—	3.246dz	—	81 × 72	—	—	16.45
ampoules 1 ml	10	2.95	—	⅓ × 36 × 18 in	—	2.089	0.76	81 × 72 dual control	—	—	—
weatbreaths (912 O)	—	—	—	⅓ × 36 × 18 in	—	1.505	0.551	underblankets	—	—	—
weatex (751 LL)	—	—	—	strapping adhesive	—	—	—	Cozee 62 × 26	—	—	6.95
dispenser	250	1.36dz	—	waterproof	—	—	—	62 × 50	—	—	9.45
abac Original (443 Eylure) existing entry	—	—	—	1 in × 1 yd	—	0.656dz	—	Everest 50 × 25	—	—	5.95
abac Original (443 Eylure)	—	—	—	1 in × 2½ yd	—	0.844dz	—	50 × 50	—	—	7.95
after shave lotion	15cc	—	0.30	½ yd × 5 yd	—	0.917dz	—	Regent 50 × 26	—	—	4.95
47cc	—	—	0.60	1 in × 5 yd	—	1.384dz	—	50 × 44	—	—	6.45
90cc	—	—	0.89	2 in × 5 yd	—	2.317dz	—	Thiaver (1061 Riker) †s4B	—	—	—
163cc	—	—	1.45	3 in × 5 yd	—	3.062dz	—	tablets	packs of 500	—	—
305cc	—	—	2.63	4 in × 5 yd	—	4.004dz	—	Thorovax (208 BW) (vet.)	—	—	—
plastic	114cc	—	1.00	superfoam adhesive	—	—	—	ampoules 2ml	2	0.95	—
				⅓ × 36 × 18 in	—	1.194	0.436	Thovaline (1575 Ilon) 30g	—	0.095	0.17½
				⅓ × 36 × 18 in	—	1.59	0.581	Thru (848 Minnesota) †	—	—	—
				unsprad	—	—	—	jel	50g	2.10dz	—
				⅓ × 36 × 18 in	—	0.859	0.315	liquid	55ml	2.10dz	—
				⅓ × 36 × 18 in	—	1.304	0.476		2oz	—	—



	Trade £·p	Tax £·p	Retail £·p
<b>Tillotts (1237 Tillott)</b>			
white tar ointment	2.85dz	1.045dz	0.45
<b>Tintette (525 Golden) ‡</b>	3.18dz	1.74dz	0.53
<b>Tiny Tot (848 Minnesota)</b>			
cough mixture 55ml	1.00dz	0.367dz	0.15
diarrhoea mixture 60ml	1.00dz	0.367dz	0.15
55ml	—	—	D
<b>Tommee Tippee (1412 Jackel)</b>			
animal toys	0.15	0.055	0.27½
trainer mug two-handed	0.15	0.02	0.24½
<b>Tomorite (463 Fisons)</b>			
carton	0.186	—	0.28
7lb	0.332	—	0.50
14lb	0.565	—	0.85
liquid	7½oz	0.10	0.15
15½oz	0.173	—	0.26
<b>Toni (1242 Toni)</b>			
home permanents			
regular, super or gentle	4.04dz	2.12dz	0.65
tip	2.67dz	1.40dz	0.43
spin curlers			
regular, midget (12)	1.57dz	0.55dz	0.23
Sofspin (9)	(1½dz)	(1½dz)	0.23
<b>Topilar (1584 Syntex) TS</b>			
cream	15g	0.30	0.45
30g	0.585	—	0.87½
100g	1.50	—	2.25
500g	6.25	—	—
<b>Tranazine (208 BW) ‡</b>			
<b>Traviso (848 Minnesota)</b>			
<b>Tremonil (1303 Wander) ‡s4B</b>			
tablets	100	0.76	1.14
500	3.42	—	5.13
<b>Tress (525 Golden)</b>			
wave set large	1.92dz	1.06dz	0.32
<b>Tribactric (1413 P &amp; S)</b>			
<b>Tribactric (75 Avlex)</b>			
<b>Tribriksen (208 BW)</b>			
piglet suspension 200ml	3.38	—	4.50
boluses 50	6.30	—	8.40
dispersible powder 250g	3.24	—	4.32
<b>Tricloral (518 Glaxo) ‡s4B</b>			
syrup 100ml	0.28	—	—
tablets 100	0.75	—	—
<b>Triptafen Forte (34 A&amp;H)</b>			
suspension 150 ml size			D
<b>Trufood (1249 Trufood)</b>			
baby cereal	1.35dz	—	0.14
Follow-On 454g	3.81dz	—	0.40
half-cream 454g	3.81dz	—	0.40
HF 2 454g	56.97dz	—	6.33
humanized formula 454g	3.81dz	—	0.40
LPLS 1 454g	8.82dz	—	0.93
LPT 1 454g	20.70dz	—	2.30
LPTM 2 454g	20.70dz	—	2.30
nursery Hysan 115g	1.85dz	—	0.20
<b>Trust (103 Beecham) existing entry</b>			D
<b>Trust (103 Beecham) 12 case rate</b>			I
dog or cat tablets	1.36 (6dz)	0.30 (6dz)	0.03½
<b>Trypure Novo (1556 Farillon) existing entry</b>			D
<b>Trypure Novo (1556 Farillon)</b>			I
50mg vial dry powder + 15ml vial sterile physiological saline—twin pack	0.425	—	0.64
5g vial dispersible powder + 35ml lignocaine solution			
2%—twin pack	0.60	—	0.90
25g spray pack Trypure-Freon suspension + 35ml lignocaine solution 2%—twin pack	2.15	—	3.22½
<b>Tully (16 AGL)</b>			
flash guns K & M	—	—	4.71
<b>Twentisec (86 Barclay)</b>			
pregnancy test single	0.83	—	1.25
double	1.45	—	2.20
<b>Twice as Lasting (525 Golden)</b>			
hair style retaining lotion			
No. 1 or 2 small	0.66dz	0.36dz	0.11
for greasy hair small	0.66dz	0.36dz	0.11
large	2.34dz	1.28dz	0.39
with colour large	0.66dz	0.36dz	0.11
<b>Uicagel (1333 WL)</b>			D
<b>Ulter (1256 Ulter) existing entry</b>			D
<b>Ulter (1256 Ulter)</b>			I
stomach tablets	20	2.03dz	0.74dz
40	3.88dz	1.42dz	0.50
100	8.78dz	3.22dz	1.25
500	3.94	—	—
<b>Valentine's (33 JA)</b>			
meat juice extract	0.78	—	1.00
<b>Valomel (626 HH &amp; C)</b>			
hand lotion	1.34dz	0.49dz	0.21
<b>Vapex (695 TK)</b>			
inhaler	0.09	0.03	0.16
medicated rub	0.09	0.03	0.16
pastilles	0.09	0.03	0.16
<b>Vascardin (894 Nicholas)</b>			
tablets 100	1.01	—	1.51½
<b>Vasculit (145 B)</b>			
drops 1% 20g	0.29	—	0.43½
50	0.38	—	0.57
tablets 12.5 mg 250	1.60	—	2.40
500	2.88	—	4.32
<b>Vaseline (256 CPL)</b>			
intensive care lotion			
med	2.51dz	1.27dz	0.39
large	3.16dz	1.61dz	0.49

	Trade £·p	Tax £·p	Retail £·p
<b>Veiled Radiance (60 Arden)</b>			
417.33	—	—	1.85
<b>Velactin (1303 Wander)</b>			
powder 1lb	0.88	—	1.32
<b>Velouty (379 Dixor)</b>			
powder cream tube	0.79dz	0.435dz	0.14
	1.30dz	0.715dz	0.23
	2.53dz	1.39dz	0.44
	2.36dz	1.30dz	0.40
<b>Velvetone (463 Fisons)</b>			
spring/summer			
20 sq yd	0.18	—	0.27
50 sq yd	0.333	—	0.50
100 sq yd	0.60	—	0.90
with weedkiller			
20 sq yd	0.22	—	0.33
50 sq yd	0.432	—	0.65
100 sq yd	0.80	—	1.20
autumn/winter			
20 sq yd	0.186	—	0.28
50 sq yd	0.344	—	0.52
100 sq yd	0.612	—	0.92
<b>Vesagex (970 PM) existing entry</b>			D
<b>Vesagex (1335 Wigglesworth)</b>			I
antiseptic ointment 60g	2.04dz	—	0.20
500g	0.59	—	0.73
dispenser 500g	1.79	—	2.07
refill 500g	0.59	—	0.73
<b>Vibra (721 LC)</b>			
tonic bath	1.395dz	0.765dz	0.22
<b>Vick (1055 RM)</b>			
lozenges regular	1.41 (40pkts)	0.52 (40pkts)	0.06
cherry, lemon, blackcurrant	1.545 (40pkts)	0.34 (40pkts)	0.06
cough drops			D
<b>Victory V (116 BFS)</b>			
(distributors 261 Christy)			
gums and lozenges	0.41dz	0.15dz	0.06
5 lb	1.39	0.51	0.12 qtr
<b>Villescon (145 B) ‡s4B</b>			
liquid 150 ml	0.38	—	0.71
1 l	1.99	—	3.71½
tablets 20	0.35	—	0.65½
200	3.05	—	5.69½
<b>Vince (721 LC)</b>			
powder	1.62dz	0.595dz	0.23
<b>Virormone (930 P &amp; B) ‡s4B</b>			
ampoules 5mg/1ml 10	0.35	—	—
10mg/1ml 10	0.37	—	—
25mg/1ml 10	0.40	—	—
50mg/1ml 10	0.55	—	—
100mg/1ml 10	0.90	—	—
packs of 6	—	—	D
<b>Viscopaste (1155 S&amp;N)</b>			
zinc paste bandage B.P.C.			
3½ in × 6 yd 2006	2.37dz	—	0.28
PB7 3½ in × 6 yd 2006A	2.37dz	—	0.28
<b>Vitarnin (Grossmann (163 Bramwell))</b>			
effervescent tablets 10	4.62dz	—	0.58
<b>Waf (893 Nicholas)</b>			D
<b>Warricks (1333 WL)</b>			
pastilles			
catarrh 50g	0.92dz	0.32dz	0.14
cherry cough 50g	0.92dz	0.32dz	0.14
glycerine of thymol 50g	0.92dz	0.32dz	0.14
suppositories			
adult's 12	1.25dz	—	—
child's 12	1.10dz	—	—
infant's 12	1.05dz	—	—
<b>White Magnolia (596 HR)</b>			
dusting powder 6208	—	—	1.75
flask 6233	—	—	0.90
hand lotion 6344	—	—	0.85
skin perfume 6002	—	—	1.15
<b>Woodwards (1346 Woodward)</b>			
baby cream 220g	2.34dz	—	0.26

	Trade £·p	Tax £·p	Retail £·p
brush and comb set	1.74dz	0.64dz	0.27
diarrhoea mixture	1.48dz	0.545dz	0.21
gripe water	1.48dz	0.545dz	0.21
teething balm	1.29dz	0.475dz	0.20
baby wipes	2.04 (2dz)	0.75 (2dz)	0.14
<b>Xylotox (970 PM) existing entry</b>			
<b>Xylotox (970 PM)</b>			
dental solutions, plain or with adrenaline or nonadrenaline (solutions with adrenaline or nonadrenaline ‡s4B)			
2% cartridge 1.8ml 100	2.70	—	—
2ml 100	2.12	—	—
injection vial 50ml	0.33	—	—
1½% cartridge 2ml 100	2.12	—	—
4% topical 25ml	0.24	—	—
extra paste 15g	0.27	—	—
15g	0.14	—	—
jelly 30g	0.25	—	—
normal paste 15g	0.22	—	—
ointment 15g	0.19	—	—
30g	0.32	—	—
oral 2% 200ml	0.72	—	—
spray 10% 85g	1.49	—	—
<b>Yardley (1355 Yardley)</b>			
eye make-up flowliners	0.458	0.25	0.94
<b>Zac (626 HH &amp; C)</b>			
baby cream tube	0.88dz	0.32dz	0.13½
jar 56g	1.35dz	0.495dz	0.21
112g	1.93dz	0.705dz	0.30
powder	0.88dz	0.32dz	0.13½
<b>Zepto (261 Christy)</b>			
<b>Zoff (1155 S&amp;N)</b>			
plaster remover 50 ml	909	4.656dz	0.55
<b>Zypanar (61 APC)</b>			
granules 200g	1.80	—	2.70
500g	4.00	—	6.00

## AMENDMENTS TO KEY TO SUPPLIER.

51 ACP=Anti-Cellulite Products Ltd, 8 Green Street, Park Lane, London, W.1. 01-629 4469.  
 75 Avlex=Avlex Ltd, Leigh Street, Wigan, Lancs. 0942 42292.  
 102 CB=Charles Bedeman Ltd, 250 Argyll Avenue, Slough SL1 4HD, Slough 20327.  
 162 Bragg=J. L. Bragg, Tower Street, Ipswich, Suffolk. Ipswich 52714.  
 230 Carnrick=G. W. Carnrick Co. Ltd, Dome Buildings, Richmond, Surrey. 01-940 1053.  
 325 C-A=Crookes-Anestan Ltd, Telford Road, Houndmills Estate, Basingstoke, Hants. 0256 3212.  
 348 Dalton=Dalton Supplies Ltd, Nettlebed, Henley-on-Thames, Oxon, RG9 5AB. Nettlebed 457.  
 503 G=Geistlich Sons Ltd, Newton Bank, Chester By-Pass, Chester. 0244-47534.  
 590 Hedges=Hedges L260 Ltd, P.O. Box 71, 120 Stratford Road, Birmingham, B28 9AG. 021-777 5285.  
 950 Pegar=Pegar Products Ltd, 109 Portland Street, Manchester M1 6ND. 061-236 9013.  
 963 PSL=Personal Supports Ltd, 138 North Sherwood Street, Nottingham NG1 4ES. 0602-46462.  
 972 Pharmax=Pharmax Ltd, Bourne Road, Bexley Kent. Crayford 26551.  
 1115 Scotia=Scotia Pharmaceutical Products, 551 Cathcart Road, Glasgow, S.2. 041-423 1856.  
 1319 Wendover=Wendover House Ltd, Beaconsfield Close, London N.11. 01-368 3674.  
 1336 WJ&C=Wilcox, Jozau & Co Ltd, 6 Mercer Street, London, W.C.2. 01-836 9597.  
 1570 NBL=Northern Blankets Ltd, Vine Mill, Royton Lancs. 061-652 1211.  
 1592 MDL=Miracle Dot Ltd, 5 Wendall Road, London W.12 9RT. 01-743 9353.  
 1600 NM=Northern Marketing, Vine Mill, Royton Oldham, Lancs. 061-652 1211.  
 1601 Ayerst=Ayerst Laboratories Ltd, Forge Court, Yateley, Camberley, Surrey. Yateley 2021.

## THIS WEEK'S CHANGES

	Trade £·p	Tax £·p	Retail £·p
<b>Acdrile (117 BPL)</b>			D
<b>Achromycin (746 Lederle) TS</b>			D
intravenous 250mg 10	1.82	—	—
500mg 10	3.24	—	—
packs of 6			D
<b>Aldomet (837 MSD)</b>			
tablets 500mg 500	18.40	—	—
<b>Alo (1533 Alo)</b>			
eye shadow powder	0.20	0.11	0.44 A
<b>Andre Philippe (48 AP)</b>			
bubble bath bubbles 19			D
bubble bath daddy 32			D
Christmas			
<b>Artane (746 Lederle) ‡s4B</b>			
Sustets 5mg			D
packs of 30			A
<b>Atarax (969 Pfizer) ‡s4B</b>			
syrup 10mg/5ml 150ml	0.37	—	—
tablets 10mg 100	0.91	—	—
25mg 100	1.86	—	—
<b>Caprin (117 BPL) existing entry</b>			D
<b>Caprin (1143 SPL)</b>			I
tablets dp100	0.26	—	—
dp1000	2.15	—	—
<b>Ceduran (1237 Tillott)</b>			
tablets 100	4.45	1.63	—

	Trade £·p	Tax £·p	Retail £·p
<b>Ciloreal (525 Golden)</b>			D
<b>C.M.P. (1438 LCW)</b>			D
<b>Codelcortone (837 MSD) TS</b>			R
tablets 5mg 100	0.42	—	—
500	2.00	—	—
<b>Cortifoam (969 Pfizer) TS</b>			A
spray 15g	0.39	—	—
50g	1.07	—	—
<b>Daricon (969 Pfizer)</b>			A
tablets 5mg 100	1.24	0.455	—
<b>Deltacortone (837 MSD) TS</b>			R
tablets 5mg 100	0.42	—	—
500	2.00	—	—
<b>Delta-Cortril (969 Pfizer) TS</b>			A
intramuscular injection			
25mg/ml 5ml	1.29	—	—
tablets enteric coated			
2.5mg 100	0.63	—	—
500	2.74	—	—
<b>Deltastab (147 Boots) TS</b>			R
tablets 1mg 100	0.15	—	0.20
500	0.65	—	0.77
100	0.33	—	0.44
500	1.50	—	2.00



	Trade £·p	Tax £·p	Retail £·p	
<b>abinese (969 Pfizer) †s4B</b>				A
tablets 100mg 100	1.01	—	—	
250mg 100	2.22	—	—	
<b>astoweb (1155 S&amp;N)</b>				A
stretched 3×6/7yd	8.715dz	—	1.03	
<b>ivacar (969 Pfizer)</b>				A
tablets 10mg 100	2.23	—	—	
500	10.80	—	—	
40mg 100	8.36	—	—	
<b>quipose (969 Pfizer) †s4B</b>				A
capsules 25mg 50	0.93	—	—	
100mg 50	1.41	—	—	
<b>quivert (969 Pfizer)</b>				A
tablets 100	1.50	—	—	
<b>tee Lauder (425 ELC)</b>				•
lip Glossamers	—	—	1.20	D
te (Molyneux (194 Bronnley)				I
te (1378 Molyneux)				C
<b>onadotraphon (930 P&amp;B) †s4B</b>				C
L.H. ampoules				
100iu 5	0.55	—	—	
50 5	4.50	—	—	
500iu 5	1.40	—	—	
50 5	10.00	—	—	
1000iu 5	2.20	—	—	
50 5	18.00	—	—	
5000iu 1	1.50	—	—	
5 5	5.00	—	—	
<b>onadotrophin F5H (930 P&amp;B) †s4B</b>				C
400iu 5	1.30	—	—	
50 5	11.50	—	—	
1000iu 5	2.20	—	—	
50 5	18.00	—	—	
1500iu 5	3.00	—	—	
50 5	25.00	—	—	
<b>E. (1063 Rimmel)</b>				•
after bath talc	2.18dz	1.20dz	0.37	
after shave Cologne	4.18dz	2.30dz	0.71	
face fresheners	2.12dz	1.165dz	0.36	
anti-perspirant & deodorant	3.24dz	1.78dz	0.55	
hair groom	2.65dz	1.46dz	0.45	
silky shave lather	3.42dz	1.255dz	0.53	
<b>tegrin (1599 Winthrop)</b>				R
capsules 100	1.69	—	—	
500	8.22	—	—	
250	8.92	—	—	
<b>eenex (702 KC)</b>				R
tissues	1.86	0.26	0.12	
boutique (2doz)	(2doz)	(2doz)		
<b>stonet (733 Lastonet)</b>				A
aeronet men's support				
pouches	0.25	0.03	0.40	
bandage clips	0.35dz	—	0.05	
crepe bandage (Lastoyarn)				
2in	1.40dz	—	0.18	
2½in	1.75dz	—	0.22	
3in	2.00dz	—	0.25	
4in	2.70dz	—	0.34	
5in	3.30dz	—	0.41	
6in	4.00dz	—	0.50	
elastic band trusses N.H.5.				
inguinal single	1.53	—	2.31	
double	2.47	—	3.71	
scrotal single	1.67	—	2.51	
double	2.60	—	3.90	
elastic net bandages				
3in×5yd	0.38	—	0.57	
4in×5yd	0.48	—	0.72	
5in×7½yd	0.80	—	1.20	
fingerstalls	0.48dz	—	0.06	
jockstrap				
standard	3.60dz	0.49dz	0.49	
maternity tights				
Lastolita	2.80	—	4.20	
Lastonet	4.28	—	6.42	
tights				
Lastolita	2.18pr	—	3.27	
5panflex	1.60pr	—	2.40	
support stockings				
5panflex	1.20pr	—	1.80	
surgical tights				
full length	2.90	—	4.35	
pantie length				
surgical hosiery				D
elastic net (Lastonet)				
high stockings				
women	0.74	—	1.11	
men	0.81	—	1.21	
below knee stockings	0.58	—	0.87	
knee caps	0.38	—	0.57	
anklets	0.46	—	0.69	
elastic net (Lastosheer)				
high stockings				
women	0.74	—	1.11	
below knee stockings	0.58	—	0.87	
spare suspenders	0.14	0.23	0.21	
one way stretch (Lastothread)				
seamless fine thread				
high stockings	2.75pr	—	4.12	
above knee stockings	2.05pr	—	3.08	
below knee	1.30pr	—	1.95	
anklets	0.80pr	—	1.20	
knee caps	0.80pr	—	1.20	
leggings	0.80pr	—	1.20	

	Trade £·p	Tax £·p	Retail £·p	
seamless stout thread				
thigh stockings	2.55pr	—	3.83	
above knee stockings	2.05pr	—	3.08	
below knee	1.30pr	—	1.95	
anklets	0.80pr	—	1.20	
knee caps	0.80pr	—	1.20	
leggings	0.80pr	—	1.20	
<b>Moduretic (837 M5D) †s4B</b>				•
tablets 500	15.45	—	—	
<b>Menaphthone sodium bisulphate (930 P&amp;B)</b>				I
injection 1mg/1ml 10	0.30	—	—	
<b>Minolta (667 JCL)</b>				
cameras 5LR				
5R15	—	—	99.97	C
cameras 35mm				
Hi-Matic E	—	—	75.78	•
RL	—	—	93.96	
Hi-Matic C	—	—	44.97	C
5RT 101 fl.7 lens	—	—	165.92	C
<b>Neo-Medrone (1263 Upjohn) T5</b>				C
acne lotion 25ml	0.51	—	—	
<b>Nephrit (969 Pfizer) †s4B</b>				A
tablets 1mg 100	0.98	—	—	
500	4.75	—	—	
<b>Owbridges (917 Organon)</b>				I
cough syrup	1.40dz	0.52dz	0.20	
2.40dz	0.88dz	0.34		
<b>Parabal (117 BPL) existing entry</b>				D
<b>Parabal (1143 SPL) †s4A</b>				I
tablets 100	0.40	—	—	
<b>Paterson (673 J of H)</b>				•
magnetic corners (4)	—	—	1.09½	
<b>Piriton (34 A&amp;H) †</b>				C
syrup 150ml	0.13	—	0.19½	
2l	1.28	—	—	
tablets 25	0.17	—	0.25½	
500	2.58	—	—	
<b>Prednisone (147 Boots) T5</b>				R
tablets 1mg 100	0.15	—	0.20	
500	0.65	—	0.77	
5mg 100	0.33	—	0.44	
500	1.50	—	2.00	
<b>Prosparol (179 BDH)</b>				I
emulsion 1l	1.05	—	—	
<b>Remington (1044 R)</b>				•
Lot comb	5.31	1.87	8.95	
<b>Rimmel (1063 Rimmel)</b>				•
toilet vinegar	3.24dz	1.78dz	0.55	
violet oatmeal	2.76dz	1.52dz	0.47	
<b>Rondomycin (969 Pfizer) T5</b>				A
capsules 150mg 16	1.02	—	—	
100	6.12	—	—	
500	29.70	—	—	
syrup 100ml	0.67	—	—	
<b>Sensodyne (1178 Stafford)</b>				•
Softex toothbrush	1.60dz	—	0.20	
<b>Sinequan (969 Pfizer)</b>				A
capsules 10mg 100	1.18	—	—	
500	5.62	—	—	
25mg 100	1.68	—	—	
500	7.87	—	—	
50mg 100	2.76	—	—	
<b>Soir de Paris (150 Bourjois)</b>				•
perfume 115	2.50dz	1.375dz	0.45	
341l	—	—	—	D
<b>Sylvia (339 CG)</b>				
sanitary towels				
new disposable				
loop ends	1.40dz	—	0.14½	•
tab ends	1.042dz	—	0.11	
Y-Clip belt	1.063dz	0.146dz	0.14	
<b>Tabac Original (443 Eylure)</b>				•
shampoo	—	—	0.53	
<b>Taylor of London (1541 T of L)</b>				•
perfumes 5cc	2.30dz	1.22dz	0.40	
<b>Terra-Cortril (969 Pfizer) T5</b>				A
spray 30ml	0.55	—	—	
60ml	0.97	—	—	
<b>Terramycin (969 Pfizer) T5</b>				R
capsules 250mg 16	0.54	—	—	
100	3.21	—	—	
1000	30.97	—	—	
tablets 100mg 25	0.40	—	—	
100	1.49	—	—	
250mg 16	0.54	—	—	
100	3.21	—	—	
1000	30.97	—	—	
5.F. capsules 16	0.56	—	—	
100	3.34	—	—	
1000	32.15	—	—	
<b>Thiodril (117 BPL) existing entry</b>				D
<b>Thiodril (1143 SPL)</b>				I
nasal spray 15ml	0.40	0.15	—	
ointment 10g	0.43	0.16	—	
<b>Thylin (117 BPL) existing entry</b>				D
<b>Thylin (1143 SPL)</b>				I
tablets 250mg 100	1.76	—	—	
500	7.95	—	—	
<b>Trooper (1248 Trooper)</b>				•
home brew				
bitter	16pt	—	0.45	
40pt	—	—	0.70	
brown ale	16pt	—	0.45	
40pt	—	—	0.70	
export pale ale	16pt	—	0.70	
lager	16pt	—	0.60	
stout	16pt	—	0.45	
40pt	—	—	0.70	

	Trade £·p	Tax £·p	Retail £·p	
<b>Vibazine (969 Pfizer) †</b>				A
tablets 25mg 100	1.33	—	—	
<b>Vibramycin (969 Pfizer) T5</b>				A
capsules 100mg 10	2.55	—	—	
50	12.24	—	—	
syrup 50ml	0.80	—	—	
<b>Visclair (1143 SPL)</b>				•
aerosol 6	1.40	0.52	—	
tablets 100	2.25	0.83	—	
<b>Williams (255 Chembro)</b>				D
shave cream lather				D
brushless Esquire				

# AMENDMENTS TO KEY TO SUPPLIERS

1143 SPL=Sinclair Pharmaceuticals Ltd, Ockford Road, Godalming, Surrey, Godalming 7434.  
1248 Trooper=Trooper (Home Brews) Ltd, Wellgarth Maltings, Masham, Nr. Ripon, Yorks. Masham 471.

## Stop press

<b>Aqua Manda (532 Goya)</b>					C
fragrance	28cc	0.196	0.11	0.40	
	104cc	0.343	0.185	0.70	
	96cc	—	—	—	D
<b>Emeraude (301 Coty)</b>					D
<b>Emeraude (301 Coty)</b>					I
creamy skin perfume		0.65	0.36	1.35	
creme de parfum		0.65	0.36	1.35	
eau de Cologne	1½oz	0.46	0.25	0.95	
	2½oz	0.69	0.38	1.45	
hand and body lotion		0.36	0.20	0.75	
parfum de toilette	1¼oz	0.65	0.36	1.35	
perfume					
pour le sac		0.93	0.51	1.95	
	¾oz	1.67	0.92	3.50	
	½oz	2.63	1.45	5.50	
natural spray		1.22	0.67	2.55	
atomiser de luxe	2oz	1.77	0.97	3.70	
spray mist		0.84	0.46	1.75	
talc		0.29	0.16	0.60	
<b>Gillette (514 Gillette)</b>					I
blades super silver (5)		3.15	1.13	0.23	
		(25)	(25)		
		6.29	2.25	0.23	
		(50)	(50)		
<b>Grossmith (545 Grossmith)</b>					
toilet soap					
white rose & cucumber					
	206D	0.75dz	0.27dz	0.14	A
<b>Lifebuoy (756 Lever)</b>					A
soap toilet		3.28	1.205	0.07	
		(6dz)	(6dz)		
bath		3.298	1.21	0.10½	
		(4dz)	(4dz)		
family		2.192	0.80	0.14	
		(2dz)	(2dz)		
<b>Lux (756 Lever)</b>					A
toilet soap	small	3.28	1.205	0.07	
		(6dz)	(6dz)		
	large	3.298	1.21	0.10½	
		(4dz)	(4dz)		
<b>Mennen (1506 Mennen)</b>					•
body talc	96g	2.34dz	1.22dz	0.40	
hair control	120g	1.88dz	0.98dz	0.30	
shampoo P21	sachet	1.09	0.38	0.05	
		(3dz)	(3dz)		
	50cc	1.20dz	0.42dz	0.17	
	100cc	2.00dz	0.70dz	0.28	
Wild Moss					
talcum	96g	2.62dz	1.36dz	0.45	
<b>Nueva Maja (317 C5)</b>					I
Cologne	1oz	0.44	0.235	1.00	
	1½oz	0.67	0.37	1.53	
	3½oz	1.13	0.62	2.58	
spray mist		1.07	0.59	2.48	
perfume	1/7oz	0.65	0.36	1.52	
	¾oz	1.32	0.725	3.00	
	½oz	2.10	1.155	4.75	
	1oz	3.12	1.715	7.12	
	1½oz	4.25	2.34	9.62	
<b>Racapan (1022 Racasan)</b>					
sanitary block		0.96dz	—	0.12	A
<b>Racasan (1022 Racasan)</b>					A
air freshener block		0.68dz	—	0.08½	
channel block		0.80dz	—	0.10	
blue flush refill		1.30dz	—	0.15½	
<b>Tempo (1010 P&amp;G) existing entry</b>					D
<b>Tempo (1010 P&amp;G)</b>					I
anti-perspirant aerosol					
	med.	2.22dz	1.19dz	0.35	
	large	2.85dz	1.53dz	0.45	
roll-on	med.	1.88dz	1.01dz	0.29	
deodorant aerosol	med.	2.35dz	1.26dz	0.37½	
	personal	1.62dz	0.87dz	0.25½	
<b>Yardley (1355 Yardley)</b>					•
Black Label					
after shave	2558J	0.252	0.14	0.52	
	2558	0.36	0.20	0.74	
anti-perspirant					
deodorant	2542	0.317	0.17	0.65	
deodorant talc	2507	0.268	0.15	0.55	



# INTER-ALIA

## GENERIC

## Products

... now presented to you under our own brand names. These tablets are guaranteed to be manufactured in our own Works and Laboratories under the strict supervision of qualified staff with full analytical control ...

		Per 250	Per 500	Per 1000
<b>IA-BUT</b> .....	100 mg. . . . .	£0.30	£0.58	£1.11
(Phenylbutazone B.P.)	200 mg. . . . .	£0.40	£0.78	£1.51
<b>IA-LOXIN</b> .....	250 mg. . . . .	£1.49	£2.87	£5.63
(Oxytetracycline B.P.)				
<b>IA-PEN</b> .....	125 mg. . . . .	£0.95	£1.80	£3.50
(Penicillin V. B.P.)	250 mg. . . . .	£1.83	£3.55	£7.00
<b>IA-PRAM</b> .....	25 mg. . . . .	£0.77	£1.44	£2.77
(Imipramine B.P.)				
<b>IN-SONE</b> .....	1 mg. . . . .	£0.20	£0.35	£0.67
(Prednisone B.P.)	5 mg. . . . .	£0.58	£1.13	£2.22
<b>DEMOCRACIN</b> .....	250 mg. . . . .	£1.95	£3.80	£7.50
(Tetracycline B.P.)				



## INTER-ALIA PHARMACEUTICAL SERVICES LTD.

(Incorporating Roberts & Co. of Bond St., W.1.)

**RAPHAEL HOUSE, 226 HIGH STREET NORTH, LONDON, E.6.**

Phone: 01-552 4344 Cables: Intalpharm London E6 Telex: 261553

Works and Laboratories:

Grangestone Industrial Estate, Girvan, Ayrshire.

Phone: Girvan 3471/2 Telex: 778683



# Success story: prices cut, profit improved

The toothpaste market *can* be won back by the chemist—if he is prepared to fight for it by forceful merchandising and competitive pricing.

To prove that this is no idle story put about by manufacturers anxious for business, *C&D* last month interviewed Mr N. Freedman at his seven-month-old Hounslow Chemists pharmacy in King Street, Southall, Middlesex.

Mr Freedman was about to start a special test promotion on Macleans new Freshmint and White Fluoride, and had just installed a standard dump-bin facing the door and backing on to the central gondola. And his pricing really was competitive—36p cut to 25p, with other sizes at 20p, 15p and 10p. These prices were being offered by the Woolworth's chain at the same time—but Mr Freedman has been selling this way ever since new Macleans was launched in February—and he still reckons to gross 25 per cent profit!

This is achieved by buying in quantity. Mr Freedman: "We started merchandising and cutting prices at our first shop (Hounslow) two-and-a-half years ago, and immediately saw a tremendous increase in sales. From barely being able to order outers we found ourselves ordering five or six gross at a time. The shelf space devoted to dental care products was put up from 8ft to about 20ft—and products were displayed front-facing instead of end on. In this second shop we have started

straight away with 24ft out of a total of 900ft of shelving."

Altogether Mr Freedman has some 80-100 lines selling at "deep cut" prices, ranging over toiletries, baby foods, paper products and household—but not cosmetics. Yet the cut pricing is "discreet"—no splash signs, and the professional layout and atmosphere are fully maintained.

The dump-bin position is rarely used in fact: "Whenever we have something really good to put in," as Mr Freedman puts it, "and then only for two to three weeks at a time." Defining his pricing policy, he said: "I buy at my price and sell at the profit I want to make. I don't price according to competitors."

## Promotion stopper: sold out

Mr N. Freedman's special two-week promotion with new Macleans survived just over a week—it ended because the stock had been cleared!

During that time, 25 doz assorted tubes were sold by the two Hounslow Chemists branches, double the average amount sold weekly since the launch. Although the two branches share stock, Mr Freedman told *C&D* that the great majority went through King Street from the dump-bin display. "It really did move the stock out," he said.

With the special promotion in mind, the Beechams representative had sold in

Mr Freedman was full of praise for Beecham's pricing policies. "They give the average size chemist an opportunity to compete with other types of business," he maintained. Why has he backed new Macleans in particular? "We've been given a long term advertising programme—not just a flash in the pan which leaves you with the product. And for the first time we have a successful fluoride—accounting for perhaps one-third of the sales."

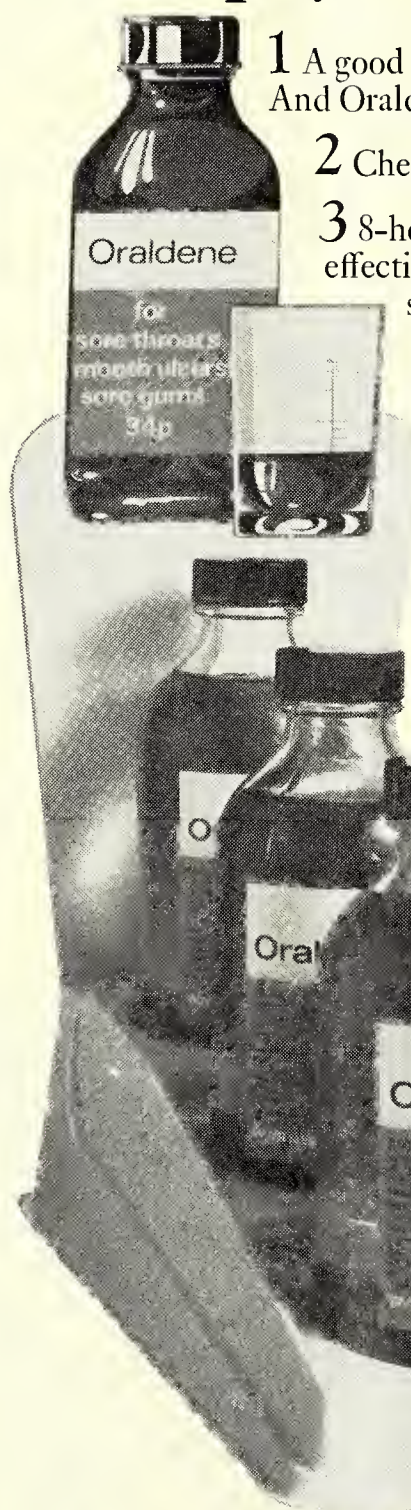
Mr Freedman's impressions are backed up by his stock records—which provide an interesting comparison between the old and new Macleans brands. In the period February 15 to May 26, 1970, only 37 doz assorted tubes were ordered, but in the equivalent period this year the total was 175 doz, comprising 110½ doz Macleans Freshmint and 64½ doz Macleans White Fluoride—quite a success story.

20 doz Macleans Freshmint (2 doz economy, 18 doz large) and 5 doz Macleans White Fluoride (2 doz standard, 3 doz large). This was the main part of the stock that sold so well during the promotion, but it must be remembered that customers have been offered the same price advantage ever since the launch—and this policy has given Hounslow Chemists a really worthwhile toothpaste business. In fact, between February 15 and May 26 this year, no fewer than 175 doz of the two new Macleans brands were sold in—and as we have seen, sold out.





# Five good reasons why it pays to recommend and display Oraldene.



1 A good margin: 11p on each 200 ml bottle.  
And Oraldene is exempt from purchase tax.

2 Chemist-only availability.

3 8-hour action means a new kind of  
effectiveness in the treatment of mouth ulcers,  
sore throats and sore gums.

4 One pack for both OTC and  
prescription business.

5 Bactericidal and fungicidal action  
confirmed in clinical trials.



Full information and  
display materials available from  
William R. Warner & Co. Ltd.,  
Eastleigh, Hampshire. Eastleigh 3131

# Oraldene

8 hour action from a single rinse.



# Denture stains: the answer lies in regular cleaning

When a company has a good product, one that works and is leader in the market, they may be tempted to let it rest on its laurels. Not so Reckitt & Colman with Steradent.

At their Hull works, Reckitt's have Steradent under continuous re-appraisal, checking that it maintains its effectiveness under use conditions, and on new dental materials — and that it holds its own against competitive formulations. Central to the testing procedure are the "dental panels."

First there is the "home" panel, some 200 denture wearers who test samples of denture cleansers at home and allow laboratory staff to inspect their dentures at regular intervals.

The "loan" panel has 100 members who are prepared to leave their dentures in the laboratory one day a week while cleaning tests are carried out. Photographs may be taken to provide "before" and "after" comparisons, though generally a scoring system is used to define soil, under the headings "film," "stain" and "tartar."

What is the nature of these deposits, and how does Steradent fit into the picture?

## Types of deposit

Dentures, when first prepared, have highly-polished, hard plastic surfaces which tend to resist initially the deposition of materials from the mouth. However, under the vast majority of mouth conditions deposits form on the dentures if they are not cleaned regularly by steeping in a product such as Steradent.

The nature of the deposits formed by different people varies tremendously, both in amount and type, but in the main they are tenacious films which cover the whole of the surface of the denture but accumulate most heavily in those areas, such as crevices, which are not systematically rubbed over or "searched" by the tongue and cheeks. The films appear to be mainly proteinaceous and probably have their origin in saliva from which many of the proteins may be precipitated. The films also contain some inorganic salt, such as calcium carbonate and calcium phosphate which are also contained in saliva.

*Typical stain removal comparisons on dentures being worn by a man smoking 3½ oz of cigarette tobacco a week, who is also a heavy tea and coffee drinker.*

1. Before cleaning.

2. After brushing with a creme.

3. The denture after it had become stained to the same degree as in 1

4. After 20 minutes in Steradent

In some denture wearers the film is in the form of a clear, varnish-like deposit which cannot be removed by brushing, but may be removed by either scraping with a dental tool or steeping in strong acid. These varnish-like films appear to be similar in many respects to those which form on natural teeth, but they have important differences when they adhere to the denture base material. In other cases the overall film may develop as an opaque covering which can be chalky in nature. Such films also resist brushing but may be pared off.

## Cause of staining

Both types of films are capable of absorbing colouring matter giving rise to unsightly staining. The nature of the stain depends partly on the type and extent of film on the denture, but also on the habits of the denture wearer, and smoking, particularly pipe smoking, is a common cause of gross staining.

If these films are allowed to form over a long period, they become well established and difficult to remove by any simple cleaning operation, save the use of a strong acid such as hydrochloric acid.

In the case of a neglected denture with a heavy deposit of film and gross staining, an immediate improvement will be seen on a single treatment with Steradent. Reckitts have found, and a few regular treatments will remove the majority of the staining — though the film itself is more difficult, and frequent treatment is required, preferably with brushing before and after treatment. If all the film is



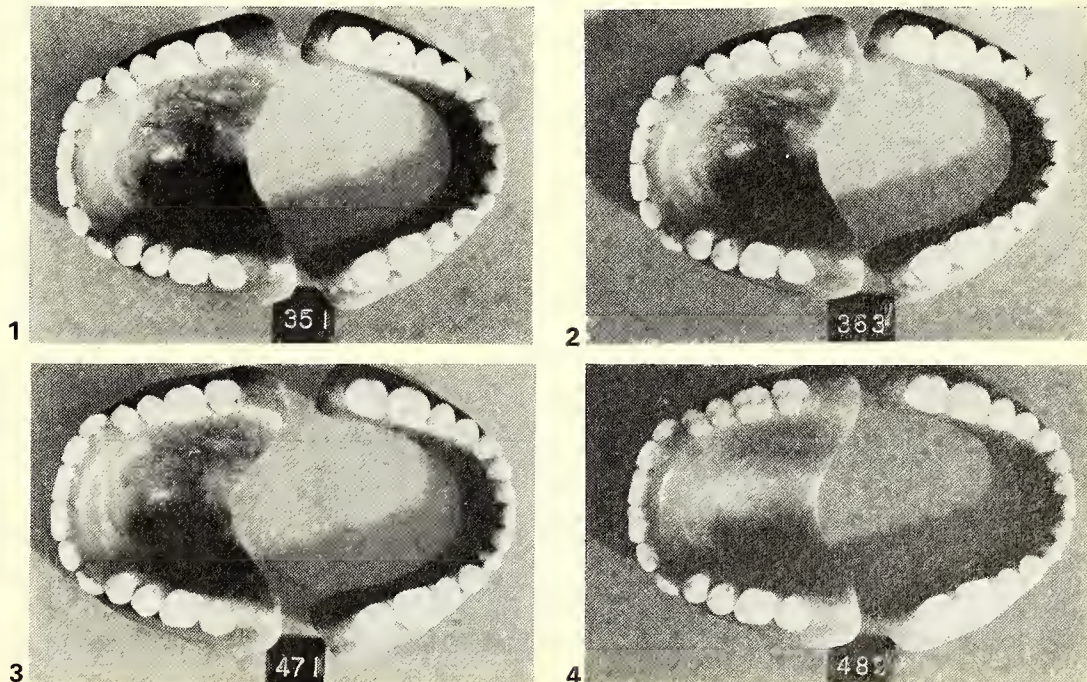
not removed by a steeping operation the denture will rapidly develop staining in the mouth between cleaning operations.

A considerable amount of work has been carried out, both on denture deposits and on deposits from natural teeth, but no way has yet been found to prevent it forming, or in readily removing it once it has become well established.

A further deposit which forms on some dentures — about 20 per cent of those not treated regularly — is tartar. This is largely inorganic, containing calcium carbonate and calcium phosphate, though it is usually "cemented" together by organic matter. This is sometimes referred to in dental literature as calculus. In the majority of cases it forms on sites of the denture in close proximity to the saliva secretory glands. Thus on the lower denture the deposit may form in the central lingual area and in severe cases may spread around the inner lingual area. It also forms on the upper denture on the buccal aspect on the site at the back of the denture usually between the two terminal molar teeth. This again may spread over the buccal surface and sometimes completely cover the molar teeth.

When tartar deposits become well established they are very difficult to remove and require either steeping in concentrated acid or cleaning on a dental lathe. However, the deposits in general form slowly and even in mouths in which heavy deposits would form without treatment, it has been found that freedom from deposits is obtained by regular treatment for a short period with Steradent. When the deposit of tartar has become well established the effect of Steradent is slow and it is often necessary to remove the deposit by mechanical means.

The problem of keeping a denture free from film and stains is a difficult one and unless a steeping product such as Steradent is used on a daily basis some problems will, in the majority of cases, present themselves to the denture wearer.





*when you're asked  
for a really effective  
denture cleaner  
recommend*

# DENCLEN

THE PROFESSIONAL 30-SECOND DENTURE  
CLEANER FROM INTERNATIONAL LABORATORIES!

*Don't just take our word for it —  
just look at the facts!*

You can recommend DENCLEN with  
confidence because:

- DENCLEN IS THE BIGGEST-SELLING LIQUID DENTURE CLEANER!
- DENCLEN HAS THE ACTIVE SUPPORT OF THE DENTAL PROFESSION WHO ANNUALLY DISTRIBUTE THOUSANDS OF SAMPLES TO THEIR PATIENTS!
- DENCLEN, INVENTED BY A DENTIST, WORKS REALLY EFFECTIVELY IN DENTURE CLEANING, GIVING DENCLEN THE ADVANTAGES YOUR CUSTOMERS NEED!
- DISSOLVES TARTAR DEPOSITS!
- STOPS DISCOLOURATION!
- BANISHES UNPLEASANT DENTURE ODOUR!
- PROMOTES DENTURE TOLERANCE AND WEARER CONFIDENCE!
- DENCLEN IS CONSTANTLY PROMOTED TO THE DENTAL PROFESSION!

So, when you're asked for a **really** effective denture cleaner, **RECOMMEND DENCLEN** — as thousands of dentists do — for clean, odour-free dentures! Don't just take **our** word for it — dentists **and** your satisfied customers will bear us out!

*P.S. JUST COMPARE YOUR PERCENTAGE  
PROFIT ON DENCLEN WITH  
OTHER DENTURE CLEANERS!*

**INTERNATIONAL LABORATORIES LTD.**  
**LINCOLN WAY, SUNBURY-ON-THAMES, MIDDLESEX.**  
**Telephone: Sunbury-on-Thames 87411**

**Dentists tell your customers about**

## SI-KO

toothpaste - to combat tartar

## DENTEC

tablets - to prevent caries

Both from leading wholesalers

**P. A. DANNING LIMITED**

**316b, Richmond Road, Twickenham, Middx.**

### NATIONALLY ADVERTISED

## O-DE-DENT

**The Instant Action Denture Cleanser**

**ADVISED BY DENTISTS**

**FROM YOUR WHOLESALER**

# VANQUIN\*

(viprynum embonate, Parke-Davis)

**supersedes piperazine  
salts in threadworm  
infestation**

supersedes piperazine because it is vermifugal to  
threadworms and achieves a cure rate of virtually 100%  
with a single dose.

'Piperazine salts are also effective against enterobiasis,  
but have been largely superseded by viprynum  
embonate'. (*Brit. Med. J.*, 1:676, 1970)

There is a big VANQUIN Bonus in operation at present —  
ask your Parke-Davis representative for details.

Available as tablets and suspension.

Further information is available on request.

\*Trademark

**PARKE-DAVIS**

Parke, Davis & Co. (Inc. USA, Liability Ltd.),  
Hounslow, Middlesex. Tel. 01-570 2361

3331 (CD)-71-UK



# COMMENT

## Patents: time for change

Parties anxious to obtain or prevent a patent being granted are given a hearing before a senior officer of the Patent Office. If they are dissatisfied with the result, they can appeal to the Patent Appeal Tribunal which was set up by the Patents Act 1949 and consists of a High Court judge. However, the proceedings are not a court proceedings and until this year were held in private. Since April, the Patent Appeal Tribunal has sat in public and the Press are now able to report on the proceedings.

On July 9 Mr Justice Graham, sitting as the PAT, allowed an application by Schering AG, Berlin, for the grant of a patent for the manufacture of a gestagen which could be used for contraceptive purposes (p 61). The application had been refused by the Patent Office on the grounds that contraception was a type of medical treatment and thus not patentable.

The judge held that the present application had resulted from research in which it was found that gestagens used in very small doses will prevent conception without suppressing ovulation, and raised the question of patentability of research into the unknown properties of known pharmaceutical compounds. For the past 50 years the Patent Office had regarded processes for the treatment of human beings as incapable of patent protection, which was based on the thinking of a 1623 statute.

It has been obvious to pharmaceutical circles for many years that unless the results of research can be protected it becomes an uncertain proposition to undertake research into such fields.

The judge recognised this need when he said that if the promise in the specification submitted for patent was fulfilled, it would represent a considerable advance in contraceptive techniques.

There is no doubt that the same argument ought to be applicable to other areas of drug research. It may be recalled that there have been a number of recent examples of developments being slower than might have been hoped because of the non-patentability of the final product.

This decision is not only interesting for its particular facts but also this is the second occasion that a court has accepted that the current patent law is becoming unable to deal effectively with the existing situation in pharmaceutical research. In the House of Lords, in the *American Cyanamid v Upjohn* case concerning the production of the antibiotic porfiromycin, strong hints were made in the majority judgments that the law needed revision: the Schering AG application is another example of this need.

## A need for co-ordination

The statesmanship shown by the Council of the Pharmaceutical Society in reversing its previous decision on "trimsulf" (p 83) must be applauded. Apparently the Council had been asked to make up its mind in too great a haste, and without the full facts of the history and circumstances at its disposal.

However, the debate threw into relief the fact that the Joint Formulary Committee is a law unto itself, even though the members are appointed, mainly by the Pharma-

ceutical Society, the British Medical Association and Government and Service departments. The Committee is in the habit of referring to the Codex Committee when it needs a standard for a preparation — and presumably a title — but it is its own arbiter should there be any disagreement, and the Society's Council can only make recommendations to it.

This lack of co-ordinating authority does not appear to have led to trouble in the past, but since the passing of the Medicines Act it has become unnecessary. The Act makes provision for the Medicines Commission to assume authority over such compendia, and a co-ordinating role would seem sensible for the Commission in respect of both BNF and BPC, now that it is totally responsible for the British Pharmacopoeia.

## Toothpaste and professionalism

Dental care and oral hygiene, the subjects of this week's special *C&D* section, are very much a mixture of the professional and the commercial, so far as the pharmacist is concerned. There can be few areas in which the pharmacist's advice is more appropriate, yet the major part of the business, toothpaste, must be made the subject of special offers and price cutting if it is to be retained.

If the pharmacist has to wear two hats here, so be it, for customers are most likely to think about asking advice while they are making a dental care purchase. This gives the opening to discuss the specialist products, and to introduce the whole subject of oral hygiene—in which British interest is awakening, it is reported. Here is a market based entirely on technical knowledge, and we would commend as background reading an article on carbohydrates and dental caries in this month's issue of *Chemistry in Britain*, the official organ of the Royal Institute of Chemistry and the Chemical Society.

The author, Dr T. H. Grenby, reviews recent work on the causes of caries, which has shown the need for a bacterial presence. Particularly implicated are the streptococci and one or two strains of lactobacilli, their common property being an ability to metabolise certain carbohydrate substrates, producing acid which attacks the dental enamel. The presence of sugars, particularly when prolonged by the "stickiness" of a carbohydrate, is of course the other main contributory factor in caries, and for some tooth surfaces, the existence of plaque may be important.

As technical knowledge has improved, so have the products offered to the public. We have come a long way from the chalk-and-water era; indeed, many new product announcements now go into great detail concerning the ingredients and their technical properties. And fluoride toothpastes, after a period out of favour, are riding on the crest of a wave of approval from the dental profession (plus some timely product promotion by the toothpaste manufacturers, of course).

The more technical the product, the more "selling" it takes—and the more it becomes a "chemist's line." But the housewife will shop where she sees the best value: the right price will bring her in, the right advice will ensure she comes back.



## BMA discuss freedom from amphetamines

The desire to speed up the ban on prescribing amphetamines was immediately apparent at a British Medical Association conference held in London last week and attended by doctors from all over the country.

However, some speakers expressed reserve about restricting their prescribing in this way.

Professor W. J. H. Butterfield, now the vice-chancellor of Nottingham University, said: "The practice of medicine without amphetamines is not going to be easy . . . doctors are going to have to make an effort, but will no doubt gain respect for doing so."

Testifying to the value the Government saw in the concern shown about amphetamines by the medical profession, Sir Keith Joseph, Secretary of State for Social Services talked of the initiative shown by Ipswich — the first town to impose a voluntary ban — and said that he hoped the example would be followed throughout the rest of the country.

The voluntary ban is now in force in areas of large conurbation such as Glasgow, Liverpool and Southampton, and the Inner London Local Medical Committee have also given its support.

### Thirty-six areas

Some 36 of the 217 divisions of the BMA now operate a form of ban. However, there are places, such as Scunthorpe, where, because of the incompleteness of the ban, the local pharmacists have not felt able to stop stocking those drugs.

Endorsing a previous resolution, the delegates from 48 divisions voted in favour of a ban. There were only two abstentions.

The Ipswich scheme was described by Dr F. O. Wells who initiated it. He stressed how much the co-operation of the local pharmacists was necessary for the ban to be effective.

The prescribing of other drugs, such as barbiturates, has also been reduced in the area. All the doctors there agreed that none of their 123,000 patients needed amphetamines.

A ceremonial burning of unused drugs was arranged by Glasgow pharmacists when the idea was introduced earlier in the year. This was done so that it was publicly known that chemists in the city no longer stocked amphetamines, explained Dr W. W. Fulton, the instigator of the Glasgow ban.

In his experience in introducing a ban "the very first people" who should be taken into confidence are the local chemists to arrange disposal of amphetamine stocks.

Talking about the present situation Sir George Godber, chief medical officer, Department of Health, said that he hoped the main "push" will be made this year. He would, he said, be disappointed if

by the end of 1971 the amount prescribed was not a very small fraction of that at the end of last year.

On clinical uses, Dr D. A. Cahal stated categorically that obesity was no longer an indication for the long-term use of these substances.

The only absolute indications were narcolepsy and cases of severe epilepsy, where large quantities of phenobarbitone were used. According to some authorities, he said, they were necessary in behaviour problems in childhood.

Yet, he went on, in 1970 more than 36m dosage units of amphetamines were prescribed on EC10's in general practice in England alone. In his estimation, this was equivalent to over eight tons of tablets.

Dr Cahal was astonished at the number of people who prescribed a medicine that they did not even know contained an amphetamine.

## Merck, Sharp & Dohme award for 1971

Applications are invited by the Council of the Guild of Public Pharmacists from practising hospital pharmacists for the Merck, Sharp & Dohme award. The award made is for an investigation into hospital pharmacy practice within the British Isles.

The successful applicant's paper, after submission to and approval by the Guild Council, may be read at a public function to be held during October 1972. The value of the award is up to £250 and a further allowance for a locum pharmacist of up to £50 if necessary.

Application forms are available from the Guild of Public Pharmacists, Premier House, 150 Southampton Row, London, WC1, and should be returned to the same address by September 11.

The Guild Council reserve the right to make no award in the event of no suitable application being received.

## The status of pharmacy in Ireland

Pharmacists have for too long been regarded as the handmaids of the medical world, declared Mr M. Pettit, secretary of the Midland Region Pharmacists' Association, at a recent social evening, held at the Killeagh Park hotel, Moate, co Westmeath.

The time was ripe for pharmacists to come forward to "fulfil an adequate role, with adequate remuneration," said Mr Pettit, who is also a member of the Midland Region Health Board.

Pharmacists from four adjoining counties were present during the evening as guests of the Association and Winthrop Laboratories. They were shown a number of films dealing with various Winthrop products.

Mr W. J. Dalton, chairman of the Association spoke of the progress in discussions being carried on concerning proposed controls of veterinary antibiotics by the Department of Agriculture.

## History of Pharmacy

### Rhubarb and opium from Enfield

The London Borough of Enfield was not among the top 10 producers of medicinal rhubarb in 1970. Except perhaps in the medicinal herb garden of the School of Pharmacy, University of London, at Myddleton House, it would be hard to find anywhere in the borough today a single specimen in cultivation.

But in 1800, as Mrs J. Burnby, MPS, told a local history society audience in Enfield recently, more than 9,000 plants were cultivated by Thomas Jones on parts of 30 acres of land which maps of 1805 show him to have held within the town's boundaries.

Jones, described as a chemist in his application for membership of the Royal Society of Arts in 1785, lived at that time in Fish Street Hill in the City of London and may have been in business at that address.

During the 18th century a "rhubarb mania" developed in Europe and in 1767 the RSA appointed a committee "to pursue the requisite measures for introducing the true rhubarb." Three years later it offered a gold medal for raising the greatest number of plants.

Many of the medals were awarded before 1793, but in that year the winner was Jones, who had sent in a certificate to the effect that Joel Rowsell, gardener, had planted for him, in ground at Four Tree Hill, 420 plants of the true rhubarb at 6 ft distance from one another.

He gained another gold medal in 1797 for 935 plants at 4-ft intervals, but in the following year elected to take up the optional alternative of 30 guineas in cash.

The annual value of the rhubarb market at that time was put at £200,000. By the year 1800, rhubarb of English growth was in use in three major hospitals in London.

Jones had, in the meantime, shown interest in another drug: opium. He claimed £50 from the RSA for producing 50 lb of opium in 1800. He also invented a number of scarificators, abandoning all but two and reporting his finding that it made no difference whether they were used horizontally or vertically.

Jones died in 1808 and thereafter the drug cultivation of Enfield must have — dare one say it — gone to pot.

## New officers

### Pharmaceutical Society

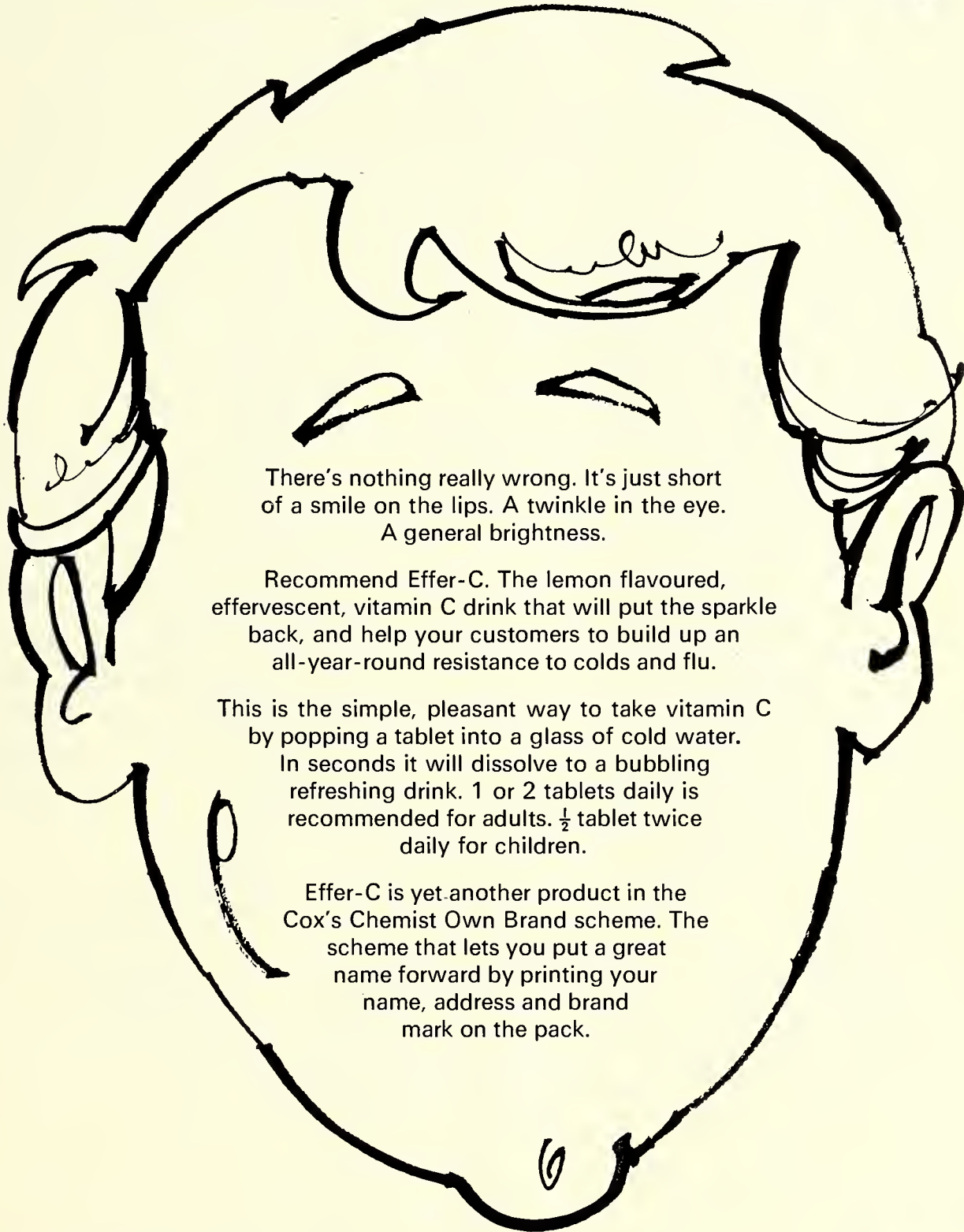
**Harrow.** Chairman, T. W. Teather; vice-chairman, Mrs J. D. Maconochie; treasurer, H. Treves Brown; press officer, W. S. Bowman; secretary, C. R. Hitchings, Northwick Park Hospital and Clinical Research Centre, Harrow, Middlesex.

### Pharmacists' Associations

**Thames Valley.** President, F. E. G. Brittain; vice-president, G. W. G. Smithers; treasurer, H. G. Moss; secretary, F. H. Burton.



# For the face that's lacking a little something



There's nothing really wrong. It's just short  
of a smile on the lips. A twinkle in the eye.  
A general brightness.

Recommend Effer-C. The lemon flavoured,  
effervescent, vitamin C drink that will put the sparkle  
back, and help your customers to build up an  
all-year-round resistance to colds and flu.

This is the simple, pleasant way to take vitamin C  
by popping a tablet into a glass of cold water.  
In seconds it will dissolve to a bubbling  
refreshing drink. 1 or 2 tablets daily is  
recommended for adults.  $\frac{1}{2}$  tablet twice  
daily for children.

Effer-C is yet another product in the  
Cox's Chemist Own Brand scheme. The  
scheme that lets you put a great  
name forward by printing your  
name, address and brand  
mark on the pack.

If you are a practising retail pharmacist and  
would like further information on Effer-C and  
the C.O.B. scheme contact:  
Arthur H. Cox & Co. Ltd. (Dept. No. CD3 )  
Brighton BN2 3QJ.  
Tel: Brighton 63084 (5 lines)  
STD Dialling Code 0273

**effer-C**  
FROM COX OF BRIGHTON



# MARATHON DRYLINERS:

## Babies everywhere are crying out for them



Marathon Dryliners are made from a special non-absorbent polypropylene fibre. One Dryliner placed inside the usual terry or disposable nappy allows baby's urine to pass through and be absorbed by the outer nappy, whilst the soft material of the Dryliner itself remains dry, eliminating discomfort and preventing nappy rash. So there's no need for cream or ointment.

Marathon, makers of the original one-way nappy-liners, also lead the field in research and development. Only Marathon Dryliners have the

new, improved shape for perfect fit plus extra width at the back for maximum skin protection.

These are the reasons why Marathon Dryliners are the best that money can buy. And, since mothers everywhere want their babies to have the best, they'll choose Marathon. So, make sure you have sufficient stocks to meet the demand.

Order now from your usual Wholesaler!

**Marathon**

MARATHON KNITWEAR (Nottm.) LTD.  
NOTTINGHAM.



# PROFESSIONAL NEWS

Pharmaceutical Society  
of Great Britain

## Council reverses its decision on 'trimsulf'

The Council of the Pharmaceutical Society has reversed its decision not to object to the use of "trimsulf" as the British National Formulary title for mixtures of trimethoprim and sulphamethoxazole.

At the June meeting (*C&D* June 19, p 782) Council refused to back its Science Committee's recommendation that the name should not be used—even though the name had already been dropped by the Codex Revision Committee. However, Mr K. A. Lees asked Council to go back on that decision at this month's meeting, saying that the situation in which Council found itself could be traced back to actions—or lack of them—within the Society's headquarters.

The name trimsulf was first proposed in October/December 1970, and eventually came to the Codex Revision Committee in late May 1971 and to the Science Committee in early June 1971. During that time, there was no attempt to engage in formal discussion with the industrial companies concerned, and it was left to them to write spontaneously by way of comment to the Society on May 26, 1971. It was an accepted principle on the part of the BP Commission that approved names should be devised by consultation with the industry, the Commission or owners of the copyright having the last word.

### No consultation

Council would recall that the Codex Revision Committee were concerned that no consultation had taken place, and it was for that reason that the Revision Committee felt obliged not to accept the word trimsulf. The staff would say in their defence that the two companies involved had an analyst serving on an expert committee of the Codex, and that he was aware of the proposal in December 1970. But Council should be clear that the provision of such experts by industry to facilitate the sound creation of the Society's books could not be taken to mean that such experts were provided for, or expected to, bring back interpretations of Codex matters other than those for which they were deemed to be expert.

It was stretching generosity too far to suggest that analysts could be expected to appreciate the subtleties of the appropriateness of approved names in the context of commercial considerations.

The papers concerning tab trimethoprim and sulphamethoxazole were placed on the table immediately prior to the June Science Committee meeting, and there was no opportunity to obtain a comprehensive view of the problem. The views of other bodies could not be made available to Council, and the implications of the Medicines Act had not been realised. Such discussions had now taken place, and it was the outcome that Council was asked to consider.

The Medicines Act, section 100, charged the BP Commission with the duty of establishing generic names to be used at the head of BP monographs or in such other compendia as were covered by section 99 of the Act. There was, in Mr Lees' submission, a strong implication that that duty was an exclusive duty. In his view, the BNF and the Codex would be unwise to coin titles without having regard to the views of the BP Commission.

Mr Lees showed that the proposed name conflicted with a number of the "guiding principles" used in the choice of British approved names and added that a foreign search had revealed possibilities of conflict, for example, in the United States with Trisulf; in Germany with Trisulfamid; in Sweden with Triosulf; in India with Trisul; Argentina with Trimesul; Finland with Trisulf and Trimosulfa, and in Brazil with Trisulfa.

Trimethoxazole was known to be free of conflict in the United Kingdom and Australia, and other searches were proceeding.

It was only when conflict was known to be absent that manufacturers could be expected to co-operate by using an approved name on their labels.

Mr Lees concluded by pointing out that the pharmaceutical industry often took the initiative in proposing approved names to the BP Commission. They did so in the light of their knowledge of the existence of other compounds of similar chemical composition.

Mr Sparshott seconded the motion.

### Standing of the BNF

Asked to explain the relationship between the Council and the British National Formulary, the secretary and registrar, Mr D. F. Lewis, said the BNF was a joint publication of the Society and the British Medical Association and was recognised by the Department of Health for use within the NHS.

Until now, when the BNF wanted a standard for a mixture or a substance included in its pages, it asked the British Pharmaceutical Codex to incorporate that standard. That was done in the case of the mixture under discussion.

The situation now was that the Codex had decided not to adopt the name trimsulf for a mixture of the two substances, but to give it a longer title descriptive of the two ingredients. The BNF had included the mixture, but gave it the title "trimsulf."

Mr Lewis said it was essential that a new formulary was published by September in order to give people sufficient time

to note the changes, if any, that had taken place in the Supplement of the Codex, effective January 1, 1971. The formulary itself was in page proof. Printing had been held up in the light of the motion, but it had been determined that the printers could by some pressure still publish by some time in mid-September.

The president, Mr W. M. Darling, added that any decision of the Council was not binding upon the BNF Committee.

Dr P. Turner moved an amendment to Mr Lees' motion, calling on Council to approve in principle giving an approved name to the preparation and to seek the opinion of the BP Commission.

Mr R. C. B. Jones seconded.

Mr A. Aldington said it was right Council should establish a principle that it agreed with approved names being included in the official books.

Mr Thornton Jones said there would be time only to consult the staff of the BP Commission and obtain opinions. It would not be possible to obtain official clearance.

The amendment and the substantive motion were carried.

## New rules made on branch speakers

The Organisation Committee discussed the provision of speakers from headquarters for a branch meeting or working dinner. Since branches had often misinterpreted the rules, it was recommended that they should be changed to read: "The branch may invite during any one session, two speakers whose expenses are paid by headquarters. These may be selected for the following: (a) branch meetings or working dinners (professional or scientific); (b) an annual formal dinner." Thus, a branch could have in any one session up to two professional speakers or up to two scientific speakers, or one of each.

The Committee recommended that the practice of not paying expenses of headquarters' speakers and their wives attending branch dinner dances should be continued.

It was recommended that the president should represent the Society on the United Kingdom committee of the World Health Organisation.

Following a branch representative's resolution, the Committee recommended that the byelaws be amended so that in the election of members of the Council and auditors at least five of the 10 members required as nominees must be from the branch of the member nominated.

It was reported that the following honorary fellow and honorary members of the Society had been elected: Honorary fellow: Professor Robert Burns Woodward; honorary members: Professor G. B. Marini Bettolo, Dr Teodor Canback, Sir Noel (Frederick) Hall, Professor Maurice-Marie Janot, Dr Lloyd C. Miller, Dr Arnold Olaf Wilund.

*Continued on page 84*



## Standard for contraceptive scripts

A standard layout for prescription forms for oral contraceptive tablets was agreed by the Practice Committee. It was felt that the adoption of such a standard layout would have advantages and it was recommended that it should be suggested to the Association of the British Pharmaceutical Industry that appropriate members of the ABPI who wished to issue prescription forms for their oral contraceptive products should be advised to adopt the form of layout.

[The suggested design incorporates spaces for pharmacists to endorse dates and amounts dispensed, and a box for the doctor to state the number of times to be repeated.] It was also recommended that the British Medical Association should be asked to suggest to its members that doctors who had their own supplies of forms printed for prescribing oral contraceptive tablets should adopt the layout proposed.

A report of the resolution adopted at Council's June meeting that strychnine should cease to be used even for the killing of moles had been sent to the Home Office. A reply had been received to the effect that an alternative method of controlling mole infestation had been sought but was not available. The Ministry of Agriculture, Fisheries and Food had agreed to pursue the search for an alternative with increased vigour in acknowledgment of anxieties expressed by the Poisons Board about the continued availability of strychnine for an agricultural purpose.

### Society's tax position

The secretary and registrar reported that, following consultations with the Society's professional auditors regarding the tax position which would arise when the Society sold its Bloomsbury properties, the president had written to the Chancellor of the Exchequer asking for special consideration to be given to the Society's situation.

The president had pointed out that when the present negotiations for the sale of the Society's property in Bloomsbury Square to the Department of the Environment were concluded, there was likely to be a surplus over the estimated value at April 6, 1965, and that surplus would be assessable on the Society to capital gains tax.

As the Society did not carry on a trade as such, it was prevented from making a claim under Section 33, Finance Act 1965, to "roll over" the capital gain into the new premises. The Society regarded the situation as anomalous and the Chancellor was therefore requested to introduce relieving legislation or to cover the position by way of a concession.

An amendment had been made to amend the Finance Bill during its committee stage in the House of Commons so that

the Society would be exempt from capital gains tax on the sale of its property. The attempt had been unsuccessful.

At the Society's request, the Home Office had drawn the attention of police forces to the correct use of certificates for the purchase of poisons issued under rule 35 of the Poisons Rules.

The representation of pharmacy on voluntary local organisations set up to consider the problems of drug abuse was discussed and it was recommended that branch secretaries should be asked for information on local organisations concerned with drug abuse.

### Grants to young authors

Council agreed that applications should be considered for grants to young authors presenting both full papers and abstracts to the science sessions of 1971 British Pharmaceutical Conference, but that this policy should be looked at again in regard to future conferences.

Mr C. C. Stevens had moved that the matter be referred back to the Organisation Committee. He argued that the grants should be open to young pharmacists in general practice; that in times of financial stringency the Society should perhaps not finance short abstracts which could be presented in the absence of the author, and that the proposed £7 towards accommodation expenses for up to three days should be compared with £5 for a week allowed to branch representatives.

Professor A. H. Beckett pointed out that general practice pharmacists carrying out research would usually be in contact with a school of pharmacy, and that the school could put such names forward. Mr Lees said that reference back would cause difficulty with the administration of the 1971 Conference. The secretary and registrar told Council that letters had already gone to heads of schools, and ten applications had been received.

Mr Stevens replied that Council appeared to have been committed to expenditure without adequate authority, as previous authority had related only to full papers. However, his motion was lost.

Thirty full papers have been accepted for the 1971 conference and more than 70 abstracts submitted. It is likely that more than 60 abstracts will be accepted.

The Education Committee approved the degrees in pharmacy of Brighton Polytechnic, City of Leicester Polytechnic, Liverpool Polytechnic and Portsmouth Polytechnic.

## FILMS

**Case for Complan Sound Services Ltd**, Kingston Road, London SW 19 and **Glaxo Laboratories Ltd**, Greenford, Middlesex. 16 mm. Colour. Sound. Running time 15 minutes.

Stresses the importance of proper nutrition and a balanced diet, giving examples of the uses of Complan in securing these ends. Examples of bad dietary habits are shown, including excessive consumption of carbohydrates, under-eating by old people and hurried snacks by others.

## LETTERS

### Genticin based drops

I notice that in a recent price supplement you have marked Genticin HC ear drops as withdrawn. Unfortunately since no product of that name has ever existed, confusion may result from that comment.

There are two "drops" products based on gentamicin (gentamicin):

(a) Genticin eye/ear drops

a sterile solution of gentamicin sulphate  $\equiv$  0.3 per cent gentamicin

(b) Gentisone HC ear drops

a sterile suspension of hydrocortisone 1 per cent in an aqueous solution of gentamicin sulphate  $\equiv$  0.3 per cent gentamicin

Both of these products are still very much on the market.

D. R. Lewis

Nicholas Laboratories Ltd,  
Slough

## SPORT

### Golf:

**Irish Chemists' Golfing Society.** The annual outing to Rosslare took place on May 23-26. Results:

May 23: JCI prizes: stroke, 15 holes—M. Moloney (Limerick), K. Banks (Dublin), T. J. Lynch (Dublin); par, 15 holes: R. Tierney (Dublin), C. Mernagh (Wexford), D. Tracey (Dublin); best score on first nine: Class 1, T. Dooley (Newcastle West); Class 2, M. Whelan (Limerick).

May 24: Con Collis prize, T. Hogan (Dublin); Class A, D. O'Connell (Tullamore), P. Delaney (Waterford), B. R. Smith (Dublin); Class B, P. Garahy (Enniscorthy), M. Moloney (Limerick), A. B. Hensey (Dublin); Class C, E. Rodgers (Dublin), C. Mernagh (Wexford), S. Boyd (Dublin); morning fourball, J. Casserley (Dunmanway) and L. Dolan (Limerick).

May 25: stroke, L. Dolan (Limerick), J. Lennon (Dublin), V. Cronin (Dublin); par, W. Johnson (Cork), M. Hughes (Portlaoise), D. O'Connell; best score on first nine, M. Santry (Cork); second nine, T. J. Lynch; handicaps 18-24, W. Carvill (Dublin).

May 26: Captain's prize, D. O'Connell (Cork); Class A, D. Mulvey (Dublin), J. Hanley (Limerick), T. Hogan (Dublin), G. Golden (Westport); Class B, D. Tracey (Dublin), E. Rodgers, S. Carroll (Dublin), J. Staunton (Castlebar); Class C, V. Cronin (Dublin), W. Johnson, J. Fehily (Wexford), J. Dawson (Dublin); Class D, M. Bermingham (Fermoy), P. Fitzmaurice (Dublin); past captain's prize, P. Morgan (Dublin); best on first nine, F. McKenna (Dublin) second nine, E. Connolly (Thurles); special non-winners' competition: S. Byrne (Ferns), J. Glynn (Cork), J. Fitzpatrick (Carlow).

### BOWLS

**Ulster Chemists' and Scottish Chemists' Bowling Associations'** annual match was played on June 30 at the Dunbarton Club's green, Gifford, co Down. The result was a victory for the Ulster team, who thus retained the Rexall Cup.





*Alan aged 2*



*Alan aged 4*

## Two years in the life of a Mallory Duracell.

A photograph will show how much someone changes over the years.

And a photograph will show how little a Mallory Duracell changes over the same period.

Leave a Duracell in your camera (or exposure meter)

for a couple of years and, when you come to take a shot, you'll find the Duracell's power has been preserved for the occasion.

That says a lot for its reliability.

So does the way a Duracell delivers its

power. To full effect. Time after time. From start to finish.

The shot you're taking may change. But Mallory feel that their batteries shouldn't.



MALLORY BATTERIES LIMITED, Gatwick Road, Crawley, Sussex.

**MALLORY DURACELL®**



# HOW COMMON MARKET ENTRY WOULD AFFECT PHARMACY IN THE UK

To join or not to join the European Economic Community has been a question that the United Kingdom has had to live with for nearly two decades.

Now, after several abortive attempts to join, the UK seems to be nearer marriage with EEC than at any other time. The final decision will be taken by Parliament at the end of October.

A White Paper setting out the case for joining, but which the anti-marketters claimed left many things unsaid, was a Stationery Office "best seller" last week; a "simplified" edition was obtainable on Monday at post offices.

The European Economic Community, ("the Common Market") was instituted by the Treaty of Rome in March 1957. The Treaty is a lengthy document made up of 248 Articles, four annexes and numerous protocols, conventions and declarations.

The Treaty deals solely with broad objectives and intentions. The methods of implementing have been the subject of meetings held at various times since and progress has generally not been as quick as expected.

A Customs union together with a greater freedom in the markets of the member states than could be got by simply cutting tariffs, was one of the objectives, and this has in some measure, been achieved. But the aim is towards a "harmonious development of economic activities, a continuous and balanced expansion, an increased stability, a raising of the standard of living and closer relations between its member states" (Article 2).

Whilst unity in the economic field is the stated objective of the Rome Treaty, political unity must also be achieved if the former is to succeed.

The main institutions of the community are:

□ **The Assembly, or European Parliament.** At present there are 142 members, 36 members nominated each by the Parliaments of France, Germany and Italy; Belgium and the Netherlands each nominate 14 and Luxembourg, six. The Parliament debates all the major questions of Community policy.

□ **The Council of Ministers** consists of one member from each state, who is usually the Foreign Minister, especially when major decisions are to be taken. But if some special subject (eg, health) is to be discussed, then the responsible minister for that department would be expected to attend.

□ **The Commission** consists of nine members appointed for four years at a time by agreement among the member states. France, Germany and Italy have two commissioners, and the rest one each. The commissioners are allocated responsibility for co-ordinating work in particular fields, but the Commission may only act collectively. They have the assistance of "civil servants" in Brussels.

□ **The Court of Justice** which sits in Luxembourg. This consists of seven judges appointed by agreement among the states. The prime purpose of the Court is to "ensure the observance of law in the interpretation and application" of the Treaty and it is competent to give preliminary rulings concerning the interpretation of the Treaty, the validity and interpretation of acts of the institutions of the community and the interpretation of the statutes of any bodies set up by a formal measure of the Council, where the statutes so provide.

□ **The Economic and Social Committee** is the most important of the advisory bodies to the Community.

It consists of 101 persons representing trade unions, employers' associations and a mixture of consumer, professional, agricultural and other groups.

The Commission and the Council must consult this Committee before decisions are taken on all major matters, just as they have to consult the European Parliament. However, they are not bound to accept the Committee's recommendations.

## Instruments for adoption

Regulations have a general application and are binding in every respect and directly applicable in each member state. Directives can be issued to one or more member states, and bind them to the result to be achieved, while leaving it to the national authorities to decide on the form and the means to be employed.

Decisions can be addressed either to a government, a firm or an individual. They are binding in every respect on those to whom they are addressed while recommendations or opinions have no binding force.

In addition to the instruments mentioned above the member states have agreed on a number of conventions which, because they require the ratification of national parliaments, are not technically part of Community law.

Having briefly described the main institutions and their work, we can turn

to the work which they have done which affects, or is likely to affect, pharmacy.

Several draft directives relating to pharmacy, which have been in preparation for a number of years, were submitted to the Council of Ministers by the Commission in March 1969. The directives concerned the pharmaceutical industry, the wholesale and retail sectors and the professional qualifications of pharmacists, including mutual recognition of qualifications. If adopted the effects will not only be economic, but big changes will have to take place in academic and scientific spheres. The directives are believed to represent by far the most complex undertaken by the European Commission in respect of any profession.

An important feature is that a complete separation between the professional and commercial activities of pharmacists is proposed over a ten-year transitional period. The drafts may be promulgated by the Council of Ministers in 1972. It is believed that pharmacists may then be divided with retail and hospital pharmacists in one group and industrial pharmacists in another. The principal pre-occupation is the question of how best the work of pharmacists can be organised in the public interest.

## Marketing and control

□ **Manufacturing Sector:** In the manufacturing sector there have been draft directives dealing with the following subjects—marketing of branded pharmaceuticals, control of branded pharmaceuticals, advertising, colouring matter in pharmaceutical products and mutual recognition of licences for the sale of branded pharmaceuticals. Only the first of these have become "operative" so far, although the governments have not yet implemented the regulation.

Two, and sometimes three amendments of the directives have been issued. As English is not one of the languages used by EEC all the drafts of the regulations have to be translated and the meaning in some cases is, not unexpectedly, obscure.

Existing restrictions concerning access to and participation in defined activities will be suppressed as between nationals of member states. The "foreign" manufacturer will thus be able to make and sell his products on the same terms as the "home" firm. The articles in respect of manufacturing appear to resemble the provisions of the UK Medicines Act. There is considerable emphasis on the role of the pharmacist, not only in the manufacturing process but also in quality control, etc. A qualified person engaged in manufacturing will not be permitted at the same time either directly or indirectly to own or manage a dispensing pharmacy or be employed there. In the UK the Department of Health and the pharmaceutical industry are jointly studying all the directives against the background of existing legislation on medicines, particularly the 1968 Medicines Act and to date the study has shown that there are areas of discrepancies.

□ **Wholesale Sector:** Directives in this



sector relate to "trade" in pharmaceuticals as distinct from manufacturing, ie, buying or holding medicines with a view to re-selling. It would appear that the position of the pharmacist will depend on laws of the individual state.

**Retail:** One of the principal purposes of a directive concerning retail is to secure that the retailing and dispensing of drugs in future shall be made only through pharmacies, subject to provisions covering dispensing by doctors, veterinary surgeons, dentists and hospitals.

The dispensing pharmacist must undertake his activities personally — drugs must be prepared and delivered under his direct surveillance. Pharmacists must not trade in goods other than those listed by the competent authority. Member states will be required to ensure that dispensing pharmacists are qualified to undertake specified medical laboratory analysis.

Each state must recognise the diplomas of other member states, provided the holders have had three years' practical experience.

"The Commission is concerned to oppose too easy and uncontrolled access to drugs, excessive consumption of which is a source of grave danger to health." It would be desirable that each member state should have regulations concerning the external appearance of pharmacies which should be distinct from normal commercial enterprises.

No agreement has been reached with regard to the geographical distribution of pharmacies. Already this matter is governed by law in France, Italy and Luxembourg — and is organised by the profession itself in the Netherlands. In Belgium a recent law makes provision for such a regulation. Only in Germany have no steps been taken in this matter. Professional discipline will also be included in this directive.

Each member state will recognise the qualification of other member states. In the case of nationals of other member states whose qualifications do not meet full minimal requirements of education and training, a period of at least five consecutive years of practical experience will be required in lieu.

The basic pharmacist's training must include 4½ years theoretical and practical tuition, together with six months apprenticeship or practical training. Normally, training will be undertaken in a hospital or private pharmacy but, in certain circumstances, an "Institute of Higher Learning," a medical analysis laboratory or a manufacturing enterprise will be accepted.

#### Pricing of prescriptions

Total harmonisation is not aimed for in the pricing of prescriptions. Preparations are divided into specialities (or original packs) including drugs prepared and packed by individual pharmacists and prescriptions "magistral," that is to say, those dispensed extemporaneously.

The pharmacist's margin for specialities is fixed as: Belgium and Luxembourg, 30 per cent of the retail price; France, 33 per cent (less 7½ per cent value added tax); Germany, 50 per cent on small items

to 25 per cent on expensive items, and Italy, 25 per cent.

For prescriptions "magistral" usually 20 per cent is added to the cost of ingredients plus a wholesale margin (12½-15 per cent) and a retail margin where appropriate. There is enormous pressure to keep prices down. Pharmacists feel their position is even more vulnerable than that of manufacturers and that the tendency in future will be to squeeze retail margins.

Recently, the Pharmaceutical Society of Ireland commissioned an investigation by an economic research group into the

directives affecting pharmacy (*C&D*, June 26, p 807). Much of the information given here on the retail and professional aspects of the Market has been taken from that report.

#### References

*Treaty of Rome*, English translation, HM Stationery Office (£0.82½)—The Treaty is the subject of a series of articles that appeared recently in *Trade & Industry*. Among other useful summaries is the *Desk Guide to the European Community*, published by the Confederation of British Industry.

## KODAK IN APOLLO 15

About 12 per cent of the lunar surface will be covered by cameras carried by Apollo 15 (due to lift off on July 26). It is anticipated that well over two miles of Kodak films will be exposed during the operation.

In the spacecraft service module (which will orbit the moon attached to the command module) will be a camera bay containing three units — a mapping camera, a stellar orientation camera and a panoramic bar camera. The camera bay will be covered during launch but the cover will be blown off shortly before entry to lunar orbit.

The Fairchild mapping camera has a 3-in focal length, f4.5 lens and contains 1,800 ft of 5-in Kodak black-and-white film — sufficient for 3,600 exposures — and the extent of overlap between exposures will greatly assist later analysis. It is expected that from the orbital altitude of around 70 miles, objects about 60 ft or so in size will be seen. Each frame of photography will cover an area around 100 miles square.

#### Right-angle link

Alongside the mapping camera is a three-in focal length, f2.8 stellar orientation camera containing well over 400 ft of Kodak high-speed 35 mm black-and-white film. The lens points almost at right angles to the mapping camera lens and photographs will be taken of star clusters at precisely the same time as the mapping camera is taking photographs of the lunar surface.

Since the position of the axis of the stellar camera lens relative to that of the mapping camera is known precisely, this will enable the attitude of the cameras at the time of exposure to be reconstructed later with considerable accuracy.

The final element in the mapping/stellar camera system is an RCA laser altimeter which can measure the altitude of the cameras to within six feet.

The Itek panoramic bar camera has a 24-in focal length, f3.5 lens and a sweep angle over the lunar surface of 108°. The lens rotates during exposure and the film moves similarly — though in the opposite direction to the swing of the lens.

The negatives yielded from the camera are huge — 4½ in × 47 in long — and the plan to obtain 1,650 exposures necessitates

the use of more than 6,500 ft of Kodak 5-in very high resolution black-and-white film.

Each sweep of the camera will cover an area on the lunar surface about 12½ miles by 180 miles in size, though less than this will be included in the negatives produced subsequently in a special printer which rectifies or corrects a considerable degree of the distortion which is inevitable with a panoramic camera.

The panoramic camera is intended to cover a large swath of the lunar surface — from almost 25° south to just on 25° north of the lunar equator and from 70° west to 135° east — but at the same time to yield photographs of high resolution.

#### Camera control

Command module pilot Alfred Worden will have the responsibility for the orbital science photography and will control the cameras from the command module. Since the command module separates from the service module containing the camera bay prior to re-entry into the earth's atmosphere, Worden will have to make a spacewalk during the return journey to earth.

When the 5-in film is returned to Houston it will be processed by the photographic technology division in two Kodak Fultron III-B processors which have been installed specially by NASA to handle the orbital science films exposed during the flights of Apollo 15, 16 and 17.

But that will not be all the photography to be carried out during the flight of Apollo 15. There is in addition the by now well-established photography of spacecraft manoeuvres and procedures; of lunar surface activity and scientific events; and of interesting phenomena such as the various forms of "dimlight." A new experiment being flown in Apollo 15 is ultra-violet photography of both the lunar surface and the earth's atmosphere.

Five types of Kodak films are scheduled to be flown: Ektachrome MS Film ('Estar' Thin Base) SO368; Ektachrome EF Film ('Estar' Thin Base) SO168; Lunar Recording Film ('Estar' Thin Base) SO267; Kodak 2485 High Speed Reordering Film; Kodak High Definition Aerial Film 3414 ('Estar' Thin Base).

At a conservative estimate, the length of film to be consumed if all goes well during the flight will be over 2¼ miles!



# MARKET NEWS

## Bismuth salt prices may fall

London, July 14: A substantial reduction in the price of bismuth metal was announced by producers in the US during the week and this is expected to be reflected in lower UK prices and eventually in the salts. The cut is reported to be the first in producer price of bismuth for at least 15 years.

All grades of ethyl alcohol are dearer; the synthetic by £0.012 and £0.016 per proof gal and the fermentation by at least £0.07. New rates are given below together with those for methylated spirits, which is also dearer.

In crude drugs gentian root and witch hazel leaves were marked up. Moroccan seeds, coriander and fenugreek were firmer for shipment in view of revolt at the week-end. The Sarawak Government has reported a loss of 5 per cent of the country's pepper vines due to disease. The loss in Indonesia due to the same cause is reported to be even worse with 50 per cent loss in production. Ergot and lobelia are still unquoted.

Lower were Costa Rican ipecacuanha in both positions and Brazilian menthol and dill seed for shipment.

Easier among essential oils were Brazilian peppermint, lemongrass and citronella.

## Pharmaceutical chemicals

**Acetic acid:** In 12-ton lots, delivered, per metric ton, BPC glacial £87.50; 90.5 per cent technical £81; 80 per cent grades pure £76.50; technical £69.50.  
**Alcohol:** (Per proof gal). Ethyl, fermentation in 2,500 bulk gal lots—SVR doubly rectified 96.1 per cent £0.303; absolute 99.9 per cent £0.315. In drums 900 gal minimum respective prices are £0.317, £0.329; Synthetic grades are 96 per cent, £0.233 and 99.9 per cent, £0.245 in tank wagon; £0.247 and £0.259 in drums for 900-bulk gal; 99.5 per cent £0.164 in bulk and £0.165 and £0.177 in drums.

**Amylobarbitone:** 5-kg £3.59 kg; sodium £4.15.  
**Barbitone:** 50-kg lots £2.60 kg; sodium £2.60.  
**Benzoic acid:** One-metric ton lots £30.42 kg.  
**Bismuth salts:** per kg.

Quantity (kg)	under 50	50	250
carbonate	£ 6.95	£ 6.75	£ 6.70
salicylate	£ 5.50	£ 5.30	—
subgallate	£ 5.70	£ 5.50	—
subnitrate	£ 6.20	£ 6.00	£ 5.95

**Borax:** BP grades, per metric ton, in paper bags delivered: granular £75, crystals £100; powder £82; extra fine powder £86, Technical grades less £20 per ton.

**Boric acid:** BP grade per metric ton: granular £99; crystals £140; powder £110; extra-fine powder £114 in paper bags, carriage paid. Technical is £20 per 1,000 kg less than BP grades.

**Butabarbital:** 5-kg £5.63 kg; sodium £6.25.  
**Butobarbitone:** £4.68 kg for 5-kg lots.  
**Calcium carbonate:** BP precipitated £47.50 per metric ton.

**Chloral hydrate:** 50-kg lots £0.70 kg.

**Citric acid:** BP granular hydrous per metric ton 60-kg lots, £321; 250-kg £310; 1,000-kg £299. Anhydrous £345, £333, £321 respectively. Premium for powder £10.

**Cortisone:** acetate £0.25 per g.

**Cyclobarbitone:** 5-kg lots £4 kg; calcium £4.

**Gallic acid:** 1,000-kg lots £1.54 kg.

**Guaiacol salicylate:** £1.40 kg for 250-kg lots.

**Homatropine:** (500-g) Alkaloid £59.10 kg, hydrobromide £46.75; hydrochloride £55.30; methylbromide £48.65; sulphate £57.25.

**Hydrocortisone:** Acetate or alcohol 5s (£0.25) g.

Hypophosphites: Per kg	12.5 kg	50 kg
Calcium	£ 1.14	£ 1.02½
Iron	£ 2.34½	£ 2.26½
Magnesium	£ 1.98	£ 1.02½
Potassium	£ 1.57	£ 1.45
Sodium	£ 1.27½	£ 1.17½

**Ichthammol:** 1,000-kg lots £0.52 kg.

**Lactic acid:** £570 metric ton for 50-kg lots.

**Methylated spirits:** In 45-gal drums minimum 900 gal, delivered, industrial 66 op £0.308 per bulk gal; perfumery quality £0.359; mineralised 64 op, £0.322. In tank wagon, 2,500-gal, the rates are: £0.308, £0.359, and £0.30 respectively.

**Oleic acid:** BP is £206.70 per metric ton delivered.

**Oxalic acid:** 20-ton lots about £170 metric ton.

**Pentobarbitone:** 5-kg lots £4.76 kg for acid and £5.05 for sodium.

**Phenitone:** 25-kg lots £3.93.

**Phenobarbitone:** 50-kg lots £3.60 per kg; sodium £4.10.

**Phthalylsulphathiazole:** 50-kg lots £1.90.

**Piperazine:** Under 50 kg per kg; adipate £0.963 kg;

citrate £0.92½; hexahydrate £0.663 phosphate £1.02½.

**Pyrogallol acid:** Photo crystals 200-kg lots £4.73 kg.

**Quinalbarbitone:** Sodium and acid £5.15 per kg for 25-kg lots.

**Saccharin:** BP Powder 1 lb and over £0.85; soluble £0.77½ lb.

**Salicylic acid:** Per metric ton 5-ton lots £405; 1-ton £425; 250-kg £470.

**Salicylamide:** Per metric ton in 5-ton lots £700; 1-ton £710; ½-ton £720.

**Succinylsulphathiazole:** 50-kg lots £2.70 kg

**Sulphacetamide:** Sodium BP £2.98 kg.

**Sulphadiazine:** (per kg), 25-kg £3.78; 50-kg £3.65.

**Sulphadimidine:** 250-kg lots £2.95 kg; sodium £3.05.

**Sulphaguanidine:** BPC in 250-kg lots £2.13 kg.

**Sulphamerazine:** in 50-kg lots £3.12½ per kg.

**Sulphamethizole:** BP 50-kg £4 per kg.

**Sulphanilamide:** 50-kg lots £1.03 kg.

**Sulphaquinoxaline:** B Vet C in 50-kg lots, acid 4.07½ kg; sodium £4.50.

**Sulphathiazole:** 100-kg £2.025 per kg; 50-kg £2.07½.

**Tannic acid:** 500-kg fluffy £1.29 kg; powder £1.27.

**Tartaric acid:** (Per metric ton) 50-kg lots £422; 250-kg £417; £408 ton.

## Crude drugs

**Aconite:** *Napellus*; £1,200 metric ton, cif.

**Agar:** (lb) Kobe No 1 £0.85, cif; European £0.73

**Aloes:** (metric ton) Cape primes £245; £230, cif, Curacao £800; £785, cif.

**Balsams:** (lb) Canada: £1.85 spot; £1.80 cif. Copaiba: BPC £0.60; Para £0.40. Peru: £1.10; £1.05, cif. Tolu: BP £0.70.

**Belladonna:** Leaves £0.16 lb spot, £0.15, cif, herb £0.14 spot, £0.13, cif; root £0.10, spot; £0.09½, cif.

**Benzoin:** BPC, £40 cwt; £37-£45, cif.

**Buchu:** rounds £1.40 lb spot; shipment £1.35, cif.

**Camphor:** BP powder £1.45 kg spot; £1.30, cif.

**Cardamoms:** (Per lb cif) Alleppy greens No. 1, £0.96 prime seeds £1.20.

**Cascara:** spot £19 cwt; £18.25, cif.

**Cassia:** *Lignea*, whole £520 metric ton, cif.

**Chamomile:** Hungarian £0.45 lb.

**Cherry bark:** spot £0.17 lb; £0.16, cif.

**Chillies:** Zanzibar £490 ton; Mombasa £635 spot.

**Cinnamon:** Seychelles bark £265 long ton, cif; Ceylon quills four O's £716; quillings £35B.

**Cloves:** Zanzibar £0.79½ lb, cif.

**Cochineal:** Tenerife black-brilliant £6.05 kg spot

Peruvian silver grey £5.06.

**Cocillana:** Spot £0.35 lb.

**Colocynth pulp:** Spot £0.30 lb.

**Dandelion:** Root £515 metric ton spot; £490, cif.

**Ergot:** Nominal.

**Gentian:** Root £490 per metric ton spot; £470, cif.

**Ginger:** (long ton) Cochín £340, cif Jamaican No. 3 spot £1,200; Nigerian split £280; £252 cif; peeled £400 spot; £350 cif.

**Gums:** (Per cwt) *Acacia:* Kordofan cleaned sorts £14.50 spot; £13.30, cif. Karaya: No 2 faq £23 spot. Tragacanth: No 1 spot £300, No 2 £270.

**Honey:** (Per cwt ex store). Australian light amber £10.10, medium amber £9.60, Canadian £12.15 Mexican not quoted; Chinese £9.50 nominal.

**Hydrastis:** £1.42½ lb spot; £1.40, cif.

**Hyoscyamus:** *Niger*: spot nominal.

**Ipecacuanha:** Matto Grosso £3.15 lb spot; £3 cif. Costa Rican £2.97 spot, £2.85, cif.

**Jalap:** Mexican 15%, resin £950 metric ton, cif.

**Kola nuts:** African halves £80 metric ton spot.

**Lanolin:** Anhydrous BP minimum 1000 kg £340-£375 per metric ton; cosmetic grade £390. Wool alcohols BP, minimum 50 kg £880 metric ton.

**Lemon peel:** Spot £0.13½ lb; £0.13, cif.

**Liquorice root:** (metric ton, cif) Chinese £85; Russian £90.

**Lobelia:** Not offering.

**Lycopodium:** Indian £2.35 lb spot; £2.05, cif.

**Mace:** Grenada, unassorted £0.35 lb, cif.

**Menthol:** (kg) Chinese spot £6.85; shipment £6.80, cif. Brazilian spot £5.45; £5.30, cif.

**Mercury:** Spot £212 per flask of 78 lb.

**Nutmegs:** (Per lb). Grenada: 80's £600 cif. Sound unassorted £450, defectives £403 cif; 110's £0.19.. East Indian unquoted.

**Nux vomica:** (cif) Ceylon £4 cwt; Saigon £7.75

**Pepper:** (long ton) Sarawak white spot nominal; £465, cif; black £405; £375, cif.

**Pimento:** Spot £800 ton, fob.

**Podophyllum:** Nominal.

**Quillaia:** £295 metric ton spot; £265, cif.

**Rhubarb:** From £0.30 to £1.50 lb.

**Saffron:** Mancha superior £75-kg.

**Sarsaparilla:** Spot nominal; £0.42½ lb, cif.

**Seeds (long ton) Anise:** China star £175, spot; Spanish green £247.50. Caraway: Dutch ex wharf £300. Celery: Indian £295 spot; £245 forward, cif. Coriander: Rumanian split £74 metric ton, cif; Moroccan £89, cif long ton, £92.50 spot. Cumin: Indian £215, cif. Dill: Indian £120, cif. Fennel: Indian £140, cif. Fenugreek: Moroccan £59.50, cif. Mustard: £3.16 spot.

**Senega:** Canadian spot £1.50 lb; £1.45, cif.

**Senna:** (lb) Tinnevely No. 3 faq leaves £0.08; pods, hand-picked £0.11½; manufacturing £0.08½; Alexandria h/p £0.65-£0.70 ex wharf; manufacturing £0.22½.

**Squill:** White £13 cwt, cif.

**Styrax:** £1.15 spot; £1.12½, cif.

**Tonquin beans:** Para £0.37 lb spot; £0.32, cif.

**Turmeric:** Madras finger £150 ton; £115 cif.

**Valerian:** (metric ton) Continental £290; £270, cif; Indian £215 spot; £200, cif.

**Waxes:** (long ton) Bees' £710, cif. Candelilla: £570 spot; £550, cif. Carnauba: fatty-grey £410; £375, cif; prime yellow, £660; £610, cif.

**Witch hazel leaves:** Spot £0.30 lb; £0.27, cif.

## Essential oils

**Almond:** £500 metric ton, c and f, duty paid.

**Amber:** Rectified spot £0.27½ kg.

**Anise:** Chinese £1.43 kg spot; £1.38 cif.

**Bay:** £6.60 kg.

**Bergamot:** £9.35-£11.55 kg as to grade.

**Birch tar:** Rectified £1.75 kg.

**Bois de rose:** Brazilian £1.87 kg spot; £1.76, cif.

**Buchu:** English distilled, £255 kg.

**Cade:** Spanish £0.42 kg.

**Cajuput:** Spot £1.21 kg.

**Camphor white:** Spot £0.40; £0.30 kg, cif.

**Cananga:** Java £8 kg spot.

**Caraway:** Dutch £5.55 kg; English £15 kg.

**Cardamom:** English distilled £57.50 kg.

**Cassia:** Chinese £2.09 kg, cif.

**Cedar:** Leaf £2.40 kg; wood; American £1.54.

**Celery:** English £27 kg.

**Cinnamon:** Ceylon leaf £1.60, cif; Seychelles leaf rectified £2.75; bark, English distilled £97.50.

**Citronella:** Ceylon £0.90 kg spot; £0.85, cif, Chinese £1.17 kg spot; £1.09, cif.

**Clove:** Madagascar leaf £1.20 kg in bond; £1.17 cif. English distilled bud £19.50.

**Cod-liver:** BP in 45-gal lots £28.79 naked; BSI No. B29 £26.81½ naked, carriage paid.

**Coriander:** £9.35 kg spot.

**Cubeb:** English, Scarce at £13 kg.

**Dill:** £5.70 kg spot.

**Eucalyptus:** Chinese 80-85 per cent £0.62½ kg in bond £0.57½, cif.

**Fennel:** Spanish sweet £2.09½ kg.

**Geranium:** Bourbon £17 kg spot nominal.

**Ginger:** English distilled to £48 kg.

**Juniper:** Berry £3.08 kg; wood £0.55.

**Lavandin:** £2.64 kg.

**Lavender:** French from £4.04 kg.

**Lavender spike:** Spanish £3.05 kg in metric ton lots.

**Lemon:** Sicilian £5.65-£6.95 kg spot.

**Lemongrass:** £2.05 kg spot; £1.65, cif.

**Peppermint:** (Per kg) *Arvensis* Chinese £2.50 spot; £2.39, cif; Brazilian £2.23 spot; £2.18, cif American *piperate* from £3.63.

**Pine:** (kg) *Abietis* £3.57, *Pumilionis* £6; *sylvestris* £1.62.

**Rosemary:** Spanish £1.50 kg.

**Sage:** Spanish £1.87 kg spot.

**Sandalwood:** Mysore spot £13.25 kg. East Indian for shipment £12.50, cif.





## STABILISED *PURE WHEAT GERM*

The Family health-giving food in POPULAR DEMAND.  
Packed in 3 sizes: Well advertised: Your customers will  
ask for FROMENT — make sure of your stock!

SOLE MANUFACTURERS: JOHN H. HERON LTD., HOOK ROAD MILLS, GOOLE. TEL 2153/4

# FROMENT

## Classified advertisements

**Display** £4 per single column inch, minimum 1 inch ( $1 \times 1\frac{2}{3}$  ins)  
 $\frac{1}{4}$  page ( $4\frac{5}{8} \times 3\frac{1}{2}$  ins) £36.  $\frac{1}{2}$  page ( $4\frac{5}{8} \times 7$  ins)  
or ( $9 \times 3\frac{1}{2}$  ins) £58. Whole page ( $9\frac{1}{2} \times 7$  ins) £98

**Semi-display** £3 per single column inch, minimum 1 inch single  
column

**Lineage** 30p per line, min 5 lines at £1.50

**Box numbers** 15p extra

**Series Discounts** 5% discount on 3 insertions or over  
15% discount on 13 insertions and over

Screen 100

**Headings** all advertisements appear  
under appropriate headings

**Copy date** 4 pm Tuesday prior to  
publication date

Advertisements should be prepaid

**Publication date** Every Saturday

**Post to** John Thelwell, Classified  
Advertisements, Chemist and  
Druggist, Bouverie House,  
154 Fleet Street London EC4A 2DL  
Telephone 01-353 3212

**Circulation** ABC  
July/December 1970 15,879

## Hospital appointments

### Royal Free Hospital Gray's Inn Road, London, W.C.1

LOCUM PHARMACIST for  
above Hospital commencing  
16th August 1971.  
Single accommodation  
available. Salary £31.25  
per week plus London  
Weighting. Applications  
naming two referees to  
Group Chief Pharmacist.

ILFORD AND DISTRICT  
HOSPITAL MANAGEMENT  
COMMITTEE  
GROUP PHARMACY

### SENIOR PHARMACIST

This is a group post with duties  
at Barking Hospital, Upney Lane,  
Barking, Essex, and King  
George Hospital, Whitley Coun-  
cil salary and conditions of  
service. Apply to Group Secre-  
tary, King George Hospital,  
Eastern Avenue, Newbury Park,  
Ilford, Essex.

## Situations vacant

Experienced tablet coater required to take charge of  
modern coating department. Also experienced tablet  
machine operators required, good prospects for the  
right person.

G. O. Woodward & Co.,  
225 Putney Bridge Road,  
Putney,  
London, S.W.15.  
Tel: 870 0971

**REQUIRED** for work in the drug's  
section of the medical department  
of a charitable organisation, an un-  
qualified male or female with  
knowledge of drugs. Hours 9-5.  
5 day week. Box No. 1783.

**UNQUALIFIED** experienced male  
full time dispenser required. £25  
per week. Apply C. S. Nash  
Chemists Ltd., 190 Stamford Hill,  
London W.16. Tel.: 01-800 2813.

**PHARMACIST** required, evenings  
6 pm-9 pm. Apply C. S. Nash  
Chemists Ltd., 190 Stamford Hill,  
London, W.16. Tel.: 01-800 2813.

**AGENTS** urgently required, all  
areas, to sell chemists only quick  
moving summer line with high  
repeat order potential. 15% com-  
mission direct or ex carr. Apply  
immediately. Box No. 1784.

## Business for sale

**EAST COAST.** Opportunity for  
younger man with approx. £2,300  
capital to acquire easily run  
pharmacy with considerable scope.  
Turnover £11,000 increasing. No  
charge goodwill. Box 1781.

NEW END HOSPITAL,  
N.W.3.

### Senior Pharmacist

for the recently moder-  
nised department at the  
above hospital situated very  
close to Hampstead Heath.  
Living accommodation in  
Hampstead available if re-  
quired.

Applications, naming two  
referees to Group Chief  
Pharmacist, Royal Free  
Hospital, Gray's Inn Road,  
London, WC1X 8LF.

**PHARMACY TECHNICIAN I.** Duties  
include preparation of injections  
and other sterile products, prepara-  
tion of liquid medicines, ointments,  
capsules etc; dispensing for in-  
patients and out-patients. Salary  
£732-£1,050 per annum plus £90  
London Weighting. Applications,  
naming two referees to Group Chief  
Pharmacist, Royal Free Hospital,  
Gray's Inn Road, London WC1X 8LF.

## Miscellaneous

### FASHION JEWELLERY

Jodez (Manchester) Ltd.  
9 Sugar Lane & 34 Shudehill  
Manchester 4. DEAnsgate 6564

Largest and most exclusive  
selection of Necklets, Brooches,  
Chainbelts, Dress Rings, Ear-  
rings (all types) Hair-Orna-  
ments, etc. Limited quantity of  
clearing lines available, parcels  
from £5.0.0 and upwards.

### OAKES & CO.

DENTYRBLEACH — the Perfect  
Denture Cleanser, 15p (3s) per  
bottle, Inc. Tax. Order now from  
your wholesaler.

Sole manufacturers:  
Oakes & Co Ltd, Hutton, Essex.  
Tel: 01-398 4650

**MANLY MAN'S BELT.** Nationally  
advertised "obtainable from chem-  
ists." £2.68. Full trade terms. Order  
by waist measurement from Manly  
Co., 23 Freshwater Parade,  
Bishopric, Horsham, Sussex. Tele  
phone: Horsham 5426.

## Agents

### AGENTS

Well-known Perfumers re-  
quire established Agents  
to distribute their range  
in the following areas.

### SCOTLAND

**NORTH & EAST LONDON**

**EAST ANGLIA & ESSEX**

**BOX No. 1782**

**SMALL ETHICAL COMPANY** wish  
to appoint sole agents in Irish  
Republic. Some non ethical pro-  
ducts. Box. No. 1786.



# Classified advertisements

## Wanted

### WANTED

Purchased for cash, complete stocks of redundant lines. No quantity too large. Write or telephone: 01-486 5353.

Universal Buying Co.,  
30 Baker Street,  
London W1M 2DS.

WE WILL PURCHASE for cash a complete stock of a redundant line, including finished or partly finished goods packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel. Park 3137-8 C 140

Please mention  
C & D when replying  
to advertisements

## Trade services

### SHOWCARDS!

INEXPENSIVE!  
PERSONALISED!  
FROM ONE UPWARDS!

Sample and Details

Primapak Showcard Service,  
74, Briar Street, Nottingham,  
NG2 1FS. Telephone: 85125

### GENUINE 7 DAY SERVICE PRINTED SELF ADHESIVE LABELS.

2,500	1½ in x 1 in	£5.50
5,000		£8.50
2,500	2 in x 1 in	£5.80
5,000		£9.40

Special prices given for larger quantities. Send trial order to:

Speedprint Services,  
Ranfurly House, Upper Park Rd.,  
Camberley, Surrey.  
Camberley 22297 (any time)  
Many other sizes available.  
Payment with order less 5%.

## Contract packing

### CAPSULE FILLING SERVICE

Keen Prices — Rapid Delivery

Rigid Quality Control — World-wide Exports

Our plant is modern and mechanised, with a filling capacity of:—

**500,000 Capsules per day**

We have spare capacity and we are interested in your capsule filling work. We also specialise in sustained release products. We will design and produce your specialities in sustained release form, bulk or packaged. Why not write or call me:—

John E. Hynds, Managing Director,  
Controlled Medications Ltd,  
Athlone, Ireland

Telephone: 2606/7

### PRODUCTION CAPACITY AVAILABLE IN SLOUGH

Well known manufacturers of Nationally advertised Pharmaceutical Products having recently installed modern new high speed filling and packaging equipment, now have spare capacity for contract filling and packing of creams, ointments, lotion and liquid pharmaceuticals, toilet and cosmetic products. Up-to-date laboratory facilities available.

Enquiries to:—  
BOX NO. 1770

## Shopfittings

SHOPFITTINGS — Manufacturers of chemists fittings offer Special Terms to chemists opening or refitting in July, Aug., and Sept., willing to act as show installations for new range of display shelving, showcases, counters and check-out units. Usual H.P. facilities. Limited amount of three year rental available. Rocano Ltd., St. Paul Street, Bristol 2. Tel.: Bristol 40328.

### BERG MOTION SHOWCASES

create a refined merchandising persuasion that — SELLS. Plus pilferage protection. Terms: cash, lease or h.p. Send for a brochure to:

Samuel M. Steel,  
2, Laurel Grove, Galashiels,  
Selkirkshire.

Phone: 0896-3360

## Tenders

### Lancashire County Council

Tenders are invited for the supply and delivery to County Council establishments, for the period 1st November, 1971 to 31st October, 1972, of:—

- General Purpose Disinfectant
- Pine Disinfectant
- Wide Spectrum Disinfectant/Detergent
- W.C. and Channel Blocks
- Bleach

Forms of Tender are available from the Chief Education Officer, P.O. Box 61, County Hall, Preston, PR1 8RJ. Tenders to be returned to the Clerk of the County Council by 10.30 a.m. Monday, 9th August, 1971.

## Business opportunities

INVESTOR WITH ample funds available would be pleased to hear of any viable concern requiring additional capital. Box No. 1785.



### UNCHALLENGEABLY the LOWEST PRICED

FULL FEATURE ELECTRIC DECIMAL  
ADD/LISTING MACHINE

Giant Purchase! ONLY **£23.95**  
plus 65p carr.

SAVE £31. Now every business person can afford the benefits of an electric add/listing machine.

GIANT PURCHASE makes this possible. Single or multiple orders accepted whilst our stocks last. FEATURES:

High speed—200 counts per minute Minus & true credits in red Automatic + and — repeat Capacity 10/11 columns Single, Double and Triple Zero (or Decimal ½ key if required). Compact, lightweight, only 10 lb. Made by Rico. Precise, reliable, simple. Tested and used by Government Departments. Brand new in manufacturers carton. Illustrated manual. Fully Guaranteed. After Sales Service through U.K.

ONLY FROM

CITACO (1957) LTD. (Dept. J.1.)  
GRAND BUILDINGS, TRAFALGAR SQUARE,  
LONDON WC2. Tel: 01-1930 5832

### WANTED

Purchased for cash, complete stocks of redundant lines. No quantity too large. Write or telephone

01-486 5353

Universal Buying Co.,  
30 Baker Street,  
London W1M 2DS

Our address for Box No. replies is  
**Bouverie House, 154 Fleet Street, London, EC4A 2DL**  
Tel: 01-353 3212

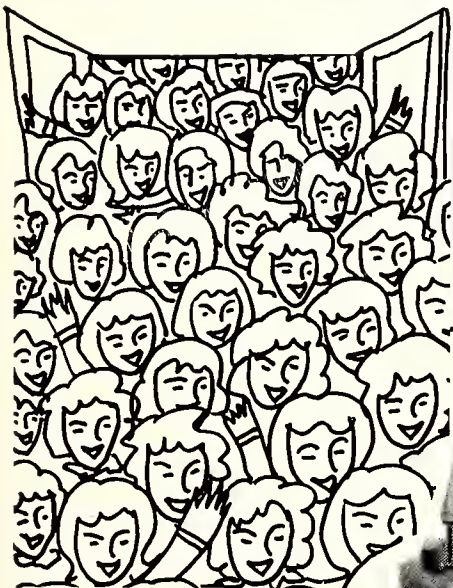


# Cash in on the biggest Aronde campaign ever!

SEEN BY  
15,500,000  
WOMEN!

5,000,000 women will see the fabulous 30-second T.V. commercial! 5,500,000 women will see the Woman's Own campaign! 3,250,000 fashion-conscious women will see advertisements in Fabulous, Hers, Honey, Mirabelle, 19, Petticoat, Rave and Valentine! And some 1,850,000 women will see the big-space advertising in Annabel, Flair, 19, Nova, She, Vanity Fair and Woman's Journal!

Which all adds up to some 15,500,000 women with 34,500,000 opportunities to see this—the most fantastic Aronde campaign ever! And that adds up to bigger and better sales than ever! So make sure you stock up now and have the stocks to meet the demand!



## aronde

Columbia Products Ltd., Sherbourne Avenue,  
Binstead, Ryde, Isle of Wight. Tel: Ryde 3761.

## modernise with COUNTERPOINT

### for maximum profit!

**COUNTERPOINT—THE SPECIALISTS IN  
PHARMACY INTERIORS**

A Counterpoint modernised pharmacy increases turnover . . . and efficiency. Their unique range of wall shelving units, display gondolas, counters and specialised fittings are manufactured to a superb quality with choice of both finish and colour.

The equipment's contemporary design gives maximum visibility to all merchandise. Quick and economical to fit, (a weekend will sometimes suffice), the price is exceptionally moderate—it pays to install Counterpoint! Hire purchase and leasing terms available.

Showrooms also in Northern England and Northern Ireland.

Counterpoint service includes expert advice on shop layout based on the experience of hundreds of installations throughout the country. Post this coupon now!



**Counterpoint**

TO COUNTERPOINT STORE EQUIPMENT LTD.  
Harwood Road, Littlehampton, Sussex.  
Tel: 090 64 4356

Please send me your brochure:

FOR THE ATTENTION OF.....

ADDRESS .....

(C.D.)



# FOR QUALITY GENERAL PURPOSES

## CAPSULES (Soft Gelatine)

Vitamin A (Fortified)  
50,000 I.U.  
Vitamins A & D  
Halibut Liver Oil  
Cod Liver Oil  
Cod Liver Oil & Cressene  
Wheat Germ Oil  
Vitamin E Tocopherol  
Acetate  
Vitamin E Natural  
Mixed Tocopherols  
Vitamin B Complex  
Multi Vitamins  
& Minerals  
Vitamin B.P.C.  
Gerlic Oil  
Male Fern Extract  
Male Fern Extract with  
Phenolphthalein  
Carbon Tetrachloride  
Tetrachloroethylene

## TABLETS

Aluminium Hydroxide  
Amylobarbitone  
Aminophylline  
Barbitone Sodium  
Belledonne &  
Phenobarbitone  
Calcium with Vitamin D  
Codeine Phosphate  
Cyclobarbitone  
Dexamphet. Sulph.  
Digitalis Prep.  
Ephedrine HCl.  
Ferrous Gluconate  
Folic Acid  
Imipramine  
Nicotinamide  
Nicotinic Acid  
Oxytetracycline  
Paracetamol  
Penicillin V Potassium  
Phenobarbitone  
Phenylbutazone  
Prednisolone  
Prednisone  
Propantheline  
Quinalbarbitone  
Quinidine Sulph.  
Quinine Bi-Sulph.  
Quinine Sulph.  
Tetracycline HCl.  
Thiamine Co. Forte



## CAPSULES (Powder Filled)

Penicillin V Potassium  
Oxytetracycline HCl.  
Tetracycline HCl.  
Amylobarbitone Sodium  
Pentobarbitone Sodium  
Phenytoin Sodium  
Quinalbarbitone Sodium

## ... TRY REGENT FIRST

- \* Personal Service
- \* Rigid Quality Control
- \* Custom Manufacturing
- \* Private Label Service
- \* World-wide Exports
- \* Delivery from Stock

(Wholesale Only)



**REGENT LABORATORIES LTD.**

CUNARD ROAD PARK ROYAL LONDON NW10

Telephone: 01-965 3637/9

Cables: Vitakap London

FOR COMPLETE PRODUCT RANGE AND DETAILS OF OUR SERVICES CONTACT OUR SALES MANAGER MR. S. A. WILLIS